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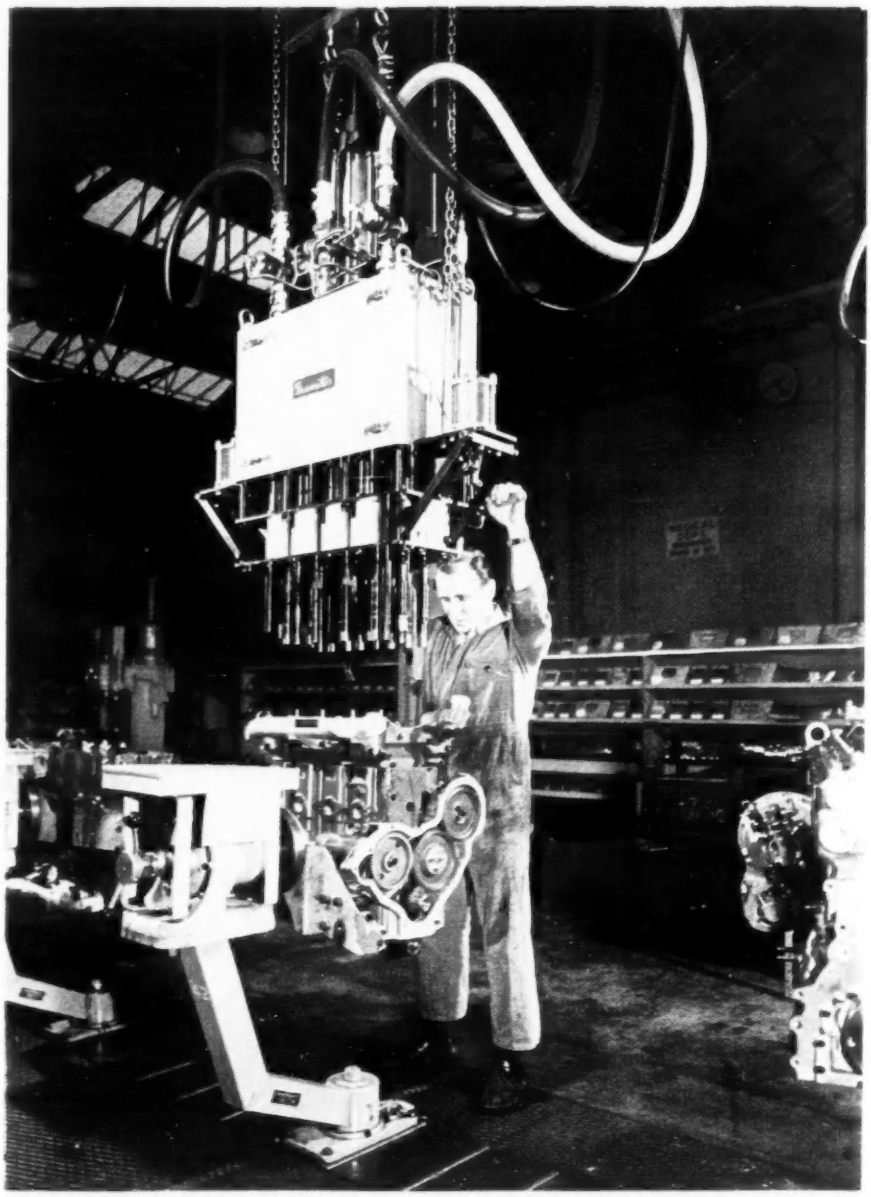

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Front cover photograph

A Desoutter nut runner machine at the Perkins Engines Group's Eastfield plant at Peterborough. World production of Perkins' engines from all sources totals more than 300,000 units, including 240,000 engines made in Peterborough. Direct and indirect exports account for 86 per cent of the company's production.

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Focus on EFTA

Lord Brown, Minister of State, Board of Trade, introduces a new series of articles on the EFTA markets

I SOMETIMES WONDER how many people in this country appreciate that they are living in a free trade area – in effect a tariff-free industrial market of 100 million consumers and producers. The European Free Trade Association has already brought considerable benefits to the British economy, but an examination of the rich markets which make up EFTA and of our past performance in these markets must lead to the conclusion that there is enormous scope for making more of the special advantages which we enjoy by virtue of our membership. For that reason I am particularly pleased to introduce the series of articles on the EFTA markets which starts today with an analysis of the trading opportunities in Finland.

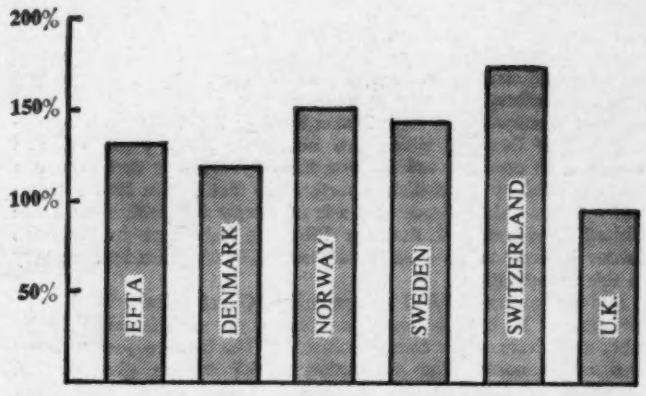
The European Free Trade Association is the world's first (and so far only) completed free trade area. The seven founder member countries (Austria, Denmark, Norway, Portugal, Sweden, Switzerland and the United Kingdom) began to reduce their protective tariffs on industrial goods of EFTA origin in 1960. By the end of 1966 – three years ahead of their original schedule – these had generally been removed. (The principal exceptions relate to Portugal. Because she is less developed economically than her EFTA partners, she has been allowed to reduce more slowly her duties on a wide range of goods.) Finland became an associate member in 1961 and completed the removal of her EFTA tariffs at the end of 1967.

Although the individual populations of the EFTA countries (other than the United Kingdom) are relatively small, their standards of living (apart from Portugal) are generally very high. So, although small countries, our EFTA partners are big importers. In 1967, for example, we exported more to Sweden than to Canada or France, more to Denmark than to Italy, more to Norway than to India and nearly as much to Finland as to Japan.

The eight countries of EFTA (including the United Kingdom) numbering 100 million people – about 3 per cent of the world's population – account for as much as 15 per cent of world trade. In 1967 Britain exported some £780 million to EFTA countries, more than to the United States (£637 million) and not far short of exports to the whole of North America (£887 million). This is a wealthy market. Two of the member states, Sweden and Switzerland, maintain the highest standards of living in Europe, indeed barring the United States, the highest in the world. Not only are these countries rich, but this wealth is growing and with it the demand for imported goods and equipment of all descriptions.

Britain exports a wide range of manufactured goods to the EFTA countries, including textiles and clothing, plastic materials, pharmaceuticals, iron and steel, agricultural machinery, electrical equipment, passenger cars, and leather and rubber goods. Exports of textile yarns and fabrics, electrical equipment and cars have done particularly well.

EFTA as a whole is the world's largest trading group, with imports and exports (*per capita*) higher than those of either the EEC or United States. In 1967 the other EFTA countries imported £4,802 million worth of goods from the rest of the world: this is nearly as large as Britain's total exports (£5,038 million in 1967). Intra-EFTA trade has expanded rapidly since EFTA came into being – by about 130 per cent between 1959 and 1967. Britain's exports to EFTA countries rose by 94 per cent in the same period, but this compares with increases of 142 per cent for Sweden, 117 per cent for Denmark, 149 per cent for Norway and 172 per cent for Switzerland. Although Britain's exports to EFTA countries have risen substantially, her share of their growing markets has not. With the extra competitive advantage secured by devaluation, British exporters are now in a better position than ever to exploit the free trade benefits of EFTA and to increase their share of these rich markets.



% increase of exports to EFTA by certain EFTA countries 1959-67

The EFTA markets are relatively near. There are excellent communications and transport facilities. The four Scandinavian countries conveniently form a coherent market group within EFTA which can be tackled as a whole by the visiting businessman. Although no one would claim that selling to EFTA countries is easy, it is considerably easier than selling to many other countries of the world which are further away and where British enjoys no special tariff advantage. The procedures for claiming EFTA tariff treatment, which require exporters to furnish 'declaration of origin' forms, have been kept as simple as possible.

Since each EFTA country determines its own tariffs vis-à-vis imports from non-EFTA sources, the tariff advantages for British exporters will vary from product to product and from country to country. (In some cases where an EFTA country allows duty-free entry from all sources there may be no tariff advantage; and agricultural products are generally excluded from EFTA's tariff provisions.) Advice on suitable markets, tariff conditions and the formal procedures for claiming EFTA tariff treatment are all available to the serious exporter through the Board of Trade's export services.

'USING EFTA.' *To inform the EFTA businessman of his opportunities in the markets of the member countries, the EFTA Secretariat in Geneva has produced a* 161*-page book entitled 'Using EFTA' which describes the conditions of the eight national markets and outlines briefly the procedures for claiming EFTA tariff treatment. Copies, together with other publications about EFTA (including the Secretariat's regular 'EFTA Bulletin'), can be obtained free of charge from the Board of Trade's EFTA Information Centre,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7877, *Ext* 2479/2480).

Finland as a market

By the Commercial Department, British Embassy at Helsinki

SINCE 1965 British exports to Finland have topped £70 million each year. Among the countries of the world, Finland (population less than 5 million) ranks 19th by value as a market for British exports. Of the Scandinavian countries, Sweden, Norway and Denmark in 1967 took some £30 per head of British exports, Finland by contrast only £16. Yet the differences in the economic and geographical situation, in income per head, in tastes and in habits between the three Scandinavian countries and Finland appear insufficient to warrant this discrepancy. The purpose of this article therefore, is firstly to examine the economic situation of Finland to see whether these figures indicate the existence of opportunities for business which are not being fully exploited, and secondly, to consider briefly how the opportunities that exist can best be seized by the British exporter. The fact that in 1967 Finland had a favourable balance of trade of nearly £60 million with the United Kingdom and, that for 1968 the imbalance in Finland's favour is likely to be even more marked, lends point and urgency to this investigation.

Finland covers 130,000 square miles (Great Britain 94,220). 71 per cent of Finland is forest, another 9 per cent is taken up by lakes and rivers, 9 per cent is cultivated. The balance goes to other uses or to none. The population is 4.7 million (Sweden 7.9, Denmark 4.8, Norway 3.8), which gives 36 per square mile. Two-thirds live in the southern and western half of the country in which are also the largest towns, industrial concentrations and buying power. Income per head in 1967 was the equivalent of £560 p.a. (Sweden £800, Denmark £730, Norway £620). It has doubled in real terms between 1948 and 1967. In the same period, production has more than doubled, whilst the employed population has increased by just under 20 per cent. Production overall and in all main sectors has increased, but the share of agriculture and forestry in the GNP has dropped from 38 per cent to 16 per cent, whilst that of industry has climbed from 29 per cent to 36 per cent and that of services from 34 per cent to 39 per cent. Whilst, in relation to some indicators of living standards, the Finns are below the Scandinavian average (for example, in 1967 there was one car for every eight people in Finland as against five people in Scandinavia), they are fast moving into the consumption habits of the affluent society. By the same token, the Finnish economy is assuming more and more the pattern of the advanced industrialized areas of Western Europe: increasing division of labour, higher productivity, larger industrial units with integrated production from raw material to finished product. Devaluation of the Finnmark by 31.25 per cent on October 12, 1967 combined with a programme which is successfully restraining wage and price increases, have dampened economic activity in 1968, but are now bringing Finland's external payments into balance and seem to have paved the way to an export-led revival in 1969.

Two of 14 new rear-engined Leyland Panther buses in operation in the Finnish municipality of Turku. Designed for one-man operation, each Leyland has bodywork by Autokori Oy and seats 33 passengers, with space for 30 standing passengers. The centre exit door is linked to a photocell circuit which prevents the bus from moving while anyone is standing in the doorway and until the doors are closed.

Dr. Jeremy Bray (centre), Parliamentary Secretary, Ministry of Technology and MP for Middlesbrough West, recently visited the Teesside Division of APV-Paramount Limited at Cowpen Lane, Billingham, last Friday. He was shown all aspects of Paramount's work by Mr. J. F. B. Jackson (left), the managing director. The Teeside Division is the most modern foundry in Europe for the centrifugal casting of high alloy steel tubes, and is unique in having facilities for the production of complete reformer tube assemblies from melting to shipping. Recent overseas contracts include tube assemblies for ammonia plants in Norway and Finland.

The general picture of the Finnish economy suggests that in the years immediately ahead there should be increased opportunities for British exporters. The devaluation of sterling and the elimination of duties and quotas against EFTA products at the beginning of 1968, point the same way. There are also some encouraging indicators to be found in Finnish trade statistics. For instance, the proportion of the Finnish market which is supplied by imports is increasing in clothing, textiles, foodstuffs, glass and ceramics, which are all sectors of considerable interest to the United Kingdom. In 1968, moreover, the United Kingdom took a substantially larger share of the market for passenger cars and it seems reasonable to hope that this year and next there will be yet further expansion.

It would not, however, be fair to cite only those developments which are favourable. There are some difficulties which must be overcome if British exports are to increase. The Finnish import market has more than doubled over the past 10 years. But our share of this expanding market over that period has remained relatively static at around 15 per cent. Of our main competitors in the Finnish market, the USSR has also been more or less level-pegging; the Federal Republic of Germany and the United States have dropped back; the one competitor to have made substantial

gains is Sweden whose share has gone up from 9 per cent in 1959 to 15 per cent of the expanded market in 1968. The Swedish success obviously stems in part from geographical advantages, her common frontier with Finland and the similarity in the two countries' tastes and outlook (both Finnish and Swedish are Finland's official languages). But even allowing for these natural affinities it would seem that Sweedish firms have been able to exploit, more fully than our own exporters, the advantages of EFTA membership. In the view of this Embassy substantial rewards are likely to be derived from renewed attention to the needs of this one of our EFTA partners.

Another and fairly recent competitor is the developing domestic industry. Particularly in the machinery and transport sectors there is an increasing supply of Finnish products. This is however more because the total market has substantially increased, with the domestic industry's share growing fastest, than because of an absolute falling away of imports.

The balance between favourable and unfavourable trends for British exporters may become clearer if we look more closely at individual products; firstly at the position in some consumer goods sectors of particular interest to the United Kingdom. Total imports into Finland of women's, girls' and children's outer-wear doubled between 1965 and 1967, but imports from the United Kingdom increased no less than five-fold. Imports from all sources of speciality foodstuffs increased by 44 per cent between 1965 and 1967, those from the United Kingdom by 47 per cent. A similar story could be told of toys and cosmetics. The increase in imports in these groups accords with the greater sophistication of consumer taste which is a natural accompaniment of a developing affluent society. On the whole the figures indicate that the United Kingdom is doing well in the increasing market for these types of imported consumer goods.

Turing to the prospects for producer goods, there are again indications that the market for British goods will improve. In keeping with the developing demand for more sophisticated consumer goods, Finnish investment is directed towards the creation of a more diverse industrial economy. Electric power generation will need to expand, even on conservative estimates at some 6 per cent per annum, which will involve building an additional capacity of some 5,000 MW by 1980. Already, Fmks. 200 million (£20 million) from the proceeds of a special tax imposed on exports at the time of the devaluation of the Fmk. have been set aside by the Government for economic development. In addition in the current budget, provision is made for expenditure between now and 1972 of Fmks. 40 million (£4 million) on the development of the petrochemical industry, and in the next few years some Fmks. 200 million (£20 million) of Government funds will also be directed to the State-owned undertakings which, *inter alia*, produce fertilizers, chemicals and transport equipment. There are plans for the modernization of intra-city transport in Helsinki; the electrification of the main railway network; and for increasing the finishing capacity of the State steel industry. These Government sponsored development programmes apart, the wood processing industries are showing signs of a return of confidence and it is likely that there will be some modernization of plant and possibly some investment in increased capacity. Other opportunities to be watched are in shipbuilding where the yards are currently turning out some 200,000 tons of mainly specialized shipping a year (they have full order books up to 1970); and the formation of a joint company between Sweden's Saab and Finland's Valmet to build a car assembly factory for the Saab 99. This project is due for completion by end 1969 and should provide opportunities for components. Every sector which seems likely to attract investment capital is of actual or potential interest to United Kingdom manufacturers. Successes in recent years include the supply of a heavy plate mill to the State-owned steel company; of a nitrogen plant to one of the fertilizer concerns; of a hydrogen plant to the oil refinery; and paper and board machines to more than one buyer.

Thus there are many opportunities for increased British exports of both consumer goods and capital equipment. But how can these opportunities best be exploited? As with any other market, selling strategy developed for Finnish conditions will provide a good part

(*Continued on next page*)

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FINLAND, *continued*

of the answer. But, in addition, there are opportunities for co-operation between Her Majesty's Government and United Kingdom industry. Experience of the British Trade Drive in Denmark in 1968 showed that a judicious blend of events devoted to producer goods and events designed to promote consumer goods, can be brought together in a trade drive, the sum of which can be greater than the independent parts. It is with this in mind that on January 28 the President of the Board of Trade announced a special effort in Finland next year 'Britain in Finland 1970'*. Market surveys for those product groups which seem to offer the best prospects will be published about March 1969 in the *Export Service Bulletin*. An outline of the main events of this promotion is being distributed throughout industry by the Export Council for Europe.

Apart, however, from this special large-scale promotion, it may be useful to consider other techniques which may help the British exporter to secure a larger share of the Finnish market.

On the producer goods side, finance plays an important role because the Finnish economy does not generate savings quickly enough to pay for all the investment that will be needed if the restructuring of the Finnish economy is to be carried through without unacceptable pressure on standards of living. This can be important for foreign suppliers, since the Finnish buyer can expect that the placing of orders overseas will attract loans to pay for the goods ordered – potentially an important selling point. In the same context, the Finnish Government are at present seeking to attract more foreign equity capital to Finland, and in all development projects they are likely to have in mind the advantages for Finnish industry of acquiring know-how, opportunities for manufacture under licence, sub-contracts and possibilities for later exports to third countries. Offers which can take some account of these Finnish aspirations may have the best hopes of success.

There are other points which need to be taken into account in preparing an export strategy for the Finnish market.

* *See next page.*

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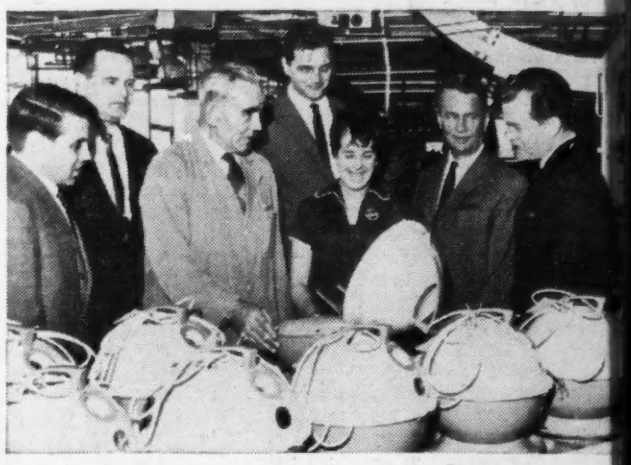

A party of Hoover dealers from Finland touring Hoover Limited floorcare factory at Perivale, Middlesex. The tour was a part of the dealers' two-day visit to Hoover Limited Export's headquarters at Hayes Gate House, Hayes, Middlesex. There the party was welcomed by Mr. P. C. Boon, managing director, Hoover Limited Export and given a presentation of the company's latest export models. The photograph shows the dealers examining Constellation cleaners from the Perivale assembly line. The Constellation is a popular model in Finland. Left to right are: Mr. J. Ranta, Mr. J. Hotlhöffer, Mr. E. Fonsen, Mr. V. Lahtinen and Mr. E. Tenkanen merchandising manager of Hoover OY in Finland.

The Finns over many years have shown great skill in maintaining political independence in trying circumstances. A sustaining factor has been their tenacious pride in their own country and people. An exporter who neglects to take account of this puts his success at risk. For instance, Finland is a market in its own right and will not usually be fully exploited by someone based on Stockholm or Copenhagen. In keeping with this, the British businessman who comes here can be virtually certain of a welcome. Finns do not forget that their country is at the end of the line, and visits are appreciated.

In Finland to say that something is British is to make a sales point; this reflects in part the knowledge of Britain garnered by the many traditional Finnish exporters to Britain. At the same time the good name of British goods can all too easily be damaged by a failure of marketing – and late deliveries must of course be avoided. Finns are punctual people. If you are invited to dinner at 8 p.m. you arrive at 8 p.m. If you are as much as five minutes late everyone else may be ahead of you. If you undertake to deliver goods by a certain date, similar punctuality is expected from you.

As exporters to the United Kingdom many Finns have become used to feet and inches, pounds, shillings and pence and imperial standards, and throughout the business community English is widely spoken. Whilst this last fact makes it less essential for British businessmen to master the local language than it is in some markets, it would be misleading to think that the Finnish buyer accepts with equanimity specifications in feet and inches, and prices quoted in pounds, shilling and pence per yard. This country has a decimal currency, uses metric measurements, and in many fields applies DIN standards. When one is selling to this market, it is far better to do the same.

Despite its severity it is less the Finnish winter which seems to hinder business activity in Finland, than the relief with which the all too brief summer (June, July and August) is greeted and enjoyed. Whilst these three months are perhaps the pleasantest in Finland they are the least useful for the businessman whose Finnish counterpart is likely to have retreated to an island or a lake where he may not only be inaccessible, but completely incommunicado.

One final thought: correspondence from the Finnish end can be as slow as the Finns prefer to do business on a personal basis. This is another reason for making frequent visits to the market and for making good use of the international telephone and telex services.

Mr. Anthony Crosland announces 'Britain in Finland, 1970' trade drive

ANNOUNCING A NEW trade drive, 'Britain in Finland, 1970', Mr. Anthony Crosland, President of the Board of Trade, said on January 28:

'As part of our increasing export effort in the Nordic countries it gives me great satisfaction to announce that a trade drive will be mounted in Finland next year. This will be known as "Britain in Finland, 1970", and follows our major trade promotions in Denmark and Sweden. We propose to show Finnish industry and the buying public the best that Britain has to offer. We know what products this expanding market requires, and we aim to prove that we can supply its needs both in capital and consumer goods.

'The programme for the trade drive, which is being drawn up in conjunction with the British National Export Council (Export Council for Europe), and in consultation with the Finnish-British Trade Association, will include a major joint venture at the International Trade Fair in Helsinki in September 1970, followed by a British Engineering Week. The main retailing organizations in Finland have already expressed a positive interest in the trade drive and are planning simultaneous store promotions in Helsinki and the main provincial centres for the autumn of 1970. In the current year a series of BNEC sponsored trade missions to Finland is also being organized.

'Here is a splendid opportunity for British industry in a country which is known for its goodwill towards Britain. Moreover, we are Finland's best customer (but only her third best supplier) and a partner with her in EFTA. This is only the starting gun. Much still remains to be done.'

Opportunities for exporters in Finland

Brief details are given below of some inquiries for British goods, offers to represent British principals, etc., published in recent issues of the Export Service Bulletin. *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, Export Service Bulletin, *Board of Trade, Room H.09, Hillgate House 35, Old Bailey, London, E.C.4. Telephone:* 01-248 5757, *Extns.* 7016, 7017. *Telex:* 886143, *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

Reference No.	Commodity		Bulletin No.
ESB. 48569/68	Curtaining; dress materials; shirt materials; sportswear materials	Agency	18/69
ESB. 3716/69	Rolled steel sections	Source of Supply	17/69
ESB. 3209/69	Cotton shirting	Agency	15/69
ESB. 2593/69	Record players; television receiving tubes	Agency	13/69
ESB. 2246/69	Perambulator wheels; plastic sheeting	Agency	11/69
ESB. 48349/68	Embossed polythene film; nylon yarn	Agency	10/69
ESB. 47196/68	Hosiery	Agency	9/69
ESB. 916/69	Office equipment; office furniture	Agency	7/69
ESB. 964/69	Hosiery	Agency	6/69
ESB. 594/69	Chewing gum	Agency	5/69
ESB. 48842/68	Hosiery; men's underwear, paper dresses	Agency	4/69
ESB. 47788/68	Baby knitwear, lace table mats; trimmings and ruffs	Source of Supply	1/69
ESB. 41418/68	Knitwear	Agency	256/68
ESB. 47409/68	Gift wrapping paper	Source of Supply	252/68
ESB. 46479/68	Glass	Source of Supply	250/68
ESB. 46661/68	Moisture measurement apparatus	Agency	249/68
ESB. 37745/68	Neon sign components	Source of Supply	244/68
ESB. 45014/68	Rayon string making machinery	Source of Supply	243/68

BOARD OF TRADE REGIONAL OFFICES

The normal Board of Trade contact for individual firms is the Board's nearest regional office. These offices are able to offer traders help and advice on exports, starting a new factory and similar problems. (Addresses on page 175 of January 17 issue.)

London conference on Anglo-Norwegian trade

MR. ANTHONY CROSLAND, President of the Board of Trade, and Mr. Kaare Willoch, the Norwegian Trade Minister, will be among the speakers at a conference to discuss problems and prospects of Anglo-Norwegian trade in London on March 20. Sir John Coulson, Secretary-General of EFTA, will speak on the continuing importance and opportunities offered by the European Free Trade Association.

The conference, to be attended by about 200 businessmen, is sponsored by the Federation of Norwegian Industries and the Export Council of Norway in association with the CBI and the London Chamber of Commerce.

On March 18 a Norway Trade Centre, administered by the Export Council for Norway, will be opened at 20 Pall Mall, London, W.1.

BNEC membership changes

THE BRITISH National Export Council announced the following council changes on January 23.

Retiring from the Council: Lord Beeching; Lord Pilkington, chairman of Pilkington Bros. Ltd.; Sir George Harriman, president of British Leyland Motor Corporation Ltd.; Sir Jules Thorn, chairman and managing director of Thorn Electrical Industries Ltd.; and Mr. R. L. Wills, vice-chairman of George Wills and Sons (Holdings) Ltd.

Joining the Council: Mr. Raymond P. Brookes, chairman of Guest Keen and Nettlefolds Ltd.; and Mr. G. R. Bell, Third Secretary at the Treasury.

Rejoining BNEC Council: The Hon. Marcus J. Sieff, formerly chairman BNEC Israel and vice-chairman and managing director of Marks and Spencer Ltd. (Mr. J. A. Lewando, a director of Marks and Spencer, succeeded Mr. Sieff as chairman of BNEC Israel last November.)

Malta commercial conference

A COMMERCIAL conference is to be held in Malta from February 25 to 27 sponsored by the Malta Government and organized by Independent Trade Missions. The object of the conference is to help British and European businessmen to study the economic development of the island as well as the facilities provided by Malta as a base for companies trading in the Mediterranean.

The main speakers on the first day will be Sir Sadler Forster, chairman of the board of directors, the Malta Development Corporation, and Mr. Alfred Wirth, Secretary, Ministry of Trade, Industry and Agriculture. The second and third day will be taken up by visits to industrial sites, discussions with various Government officials and business appointments.

Registration for the conference can be made with Independent Trade Missions, 25 Queen Anne's Gate, London, S.W.1, who will also answer any queries on the conference.

An article on industrial expansion was published in last week's Board of Trade Journal.

London Chamber of Commerce launches forum

THE LONDON Chamber of Commerce will in future consolidate its conferences and seminars on a more regular and formal basis under the title 'London Chamber of Commerce Forum'. The events will be open to non-members but there will be a substantial reduction in registration fees for members of the London Chamber.

The programme will be designed to include seminars for different grades of management and will vary in degree of specialization. Future topics for the Forum will include aspects of containerization, Industrial Training Boards and computers. The conferences will be held at Barrington House, 59-67 Gresham Street, London, E.C.2, and application should be made to the London Chamber of Commerce, 69 Cannon Street, London, E.C.4.

The first conference, to be held on February 26, will deal with 'Trading with Eastern Europe',

Mr. Dell defends presentation of monthly trade figures

MR. EDMUND DELL, Minister of State, Board of Trade, speaking at the annual banquet of the British Jewellers' Association at Guildhall on January 23, 'strongly refuted' any suggestion that the seasonally adjusted trade figures published monthly could not be relied upon as a guide to what was really happening, and that more weight should be placed on the recorded unadulterated figures for each month.

'As to the recorded figures, as they stand they are extremely difficult, indeed, almost impossible, to use as a guide to trends,' said Mr. Dell. 'For one thing they vary with the length of the month, which can mean changes of as much as 5 or 10 per cent. For another, they vary from month to month with seasonal influences. Now both these factors are allowed for in the seasonally adjusted figures using technical methods accepted internationally by professional statisticians and adopted by most advanced countries. Of course, the monthly figures, even after seasonal adjustment, still show a good deal of variation and are best used when grouped together, by, for example, averaging three at a time, and each month rolling this average forward by a month. In this way one can follow much more nearly the underlying trends in trade and so distil the really important story the figures have to tell.

'It has also been suggested that the seasonally adjusted figures are persistently optimistic. This is complete nonsense. At the end of the year monthly seasonally adjusted figures add up, with only an insignificant error to the recorded total.

Mr. Dell continued: 'Some influential voices have been raised to tell us that we should stop publishing monthly trade figures and start publishing them quarterly. What a retrograde step that would be. We have a continuous series of monthly trade figures dating back to 1845. I do not put it forward for wisdom that everything done in 1845 should be done today. But at a time when industry is crying out for more information it should be no part of Government's duty to conceal available information. Of course, at a time like the present much in the economy is sensitive to the barometer of the trade figures. The press and the Board of Trade have been doing a valuable job of education. People are still too ready to look at the latest monthly figures rather than the trend. But this emphatically does not mean that it would be right to suppress the monthly figures. The Government would have to extract the information for its own purposes, and I do not believe that this is information which the Government can have itself and yet suppress. For it to do so would cause greater anxiety, not less; more speculation, not less.

'In my judgment what we need is not better presentation of the figures and certainly not concealment of the figures. What we need is better figures.'

ECGD backs £30m. contract smelter plant for Bahrain

THE EXPORT Credits Guarantee Department signed a Financial Guarantee on January 23 covering the sale of a complete aluminium smelter plant to Bahrain. The £30.7 million contract is between Aluminium Bahrain (ALBA) and British Smelter Construction Ltd.

The £24.5 million loan to finance the project is being made available by Glyn Mills and Co., acting on behalf of themselves and other English and Scottish clearing banks, and is repayable over 14½ years. This is the third largest Financial Guarantee to date and the largest to be arranged for a Middle Eastern country.

'Opportunity Germany'—pleasure craft and marine equipment

THE OPPORTUNITIES for British exports to the Federal Republic of Germany have been increased by the Federal Government's decision last November to reduce taxes on most imports by 4 per cent. This is equivalent to a reduction of 3.6 per cent in the total landed cost, including customs and tax, of imported goods. It will continue until March 31, 1970.

A number of brief market reports are being published in the *Export Service Bulletin* describing the market for specific types of goods.

A report on the market for pleasure craft and marine equipment in the Federal Republic of Germany was published in the *Export Service Bulletin* dated January 22, 1969. Copies of this issue and further information can be obtained free of charge from Room F51, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 568).

Domestic and industrial appliances mission to Japan

A BRITISH TRADE MISSION organized by the British Electrical and Allied Manufacturers' Association left London on January 30 for a two-week visit to Japan.

Led by Mr. F. R. Williams, chairman of Dreamland Electrical Appliances Ltd., who is also a member of BEAMA's Domestic Appliances Divisional Board, the 12-man mission represents a substantial cross-section of the 'lighter' side of the electrical manufacturing industry. In the interests of British exports generally the BEAMA invited members of the gas appliances industry to join forces. The combined mission covers a wide range of domestic and industrial appliances in both fields.

At the present time electrical exports to Japan, about £5 million annually, account for about 1 per cent of total British electrical exports. One of the objects of the mission will be to explore market possibilities in Japan and to see how British exporters can take advantage of any openings there.

The mission will not only afford members the opportunity of visiting their agents in Japan, but also, it is hoped, will enable those without agents to establish regular contacts with Japanese importers. The forthcoming British Week in Tokyo also provides a strong inducement to explore market possibilities in Japan.

Mr. J. C. Hancock, of the BEAMA Overseas Division, is accompanying the mission as organizing secretary and deputy leader.

ECGD backs contracts for two more bulk carriers for Norway

THE Export Credits Guarantee Department have signed two Financial Guarantees covering the financing of two 20,000 tons deadweight bulk carriers worth £3.55 million for Norway. The vessels will be owned by a consortium headed by A/S Kristian Jebsens Rederi of Bergen.

The vessels, for which contracts were signed in December 1967, are scheduled for delivery in June and September 1969 and are being built by Lithgows Limited of Port Glasgow, a member company of the Scott Lithgow Group on the Lower Clyde.

The loans total £2.84 million and will be managed by Hambros Bank Ltd. on behalf of themselves and the Bank of Scotland, Westminster Bank Ltd. and the National Commercial Bank of Scotland Ltd. They are repayable over a period of 10 years.

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BoT President announces extension in Government advance factories programme

A DECISION to proceed with a further extension of Government advance factories – they number 29 – was announced by Mr. Anthony Crosland, President of the Board of Trade, in the House of Commons on January 22.

In a written reply to a question in Parliament, the President said: 'Since October 1964, we have authorized the construction of 141 advance factories in the Development Areas. Of these, 60 are in England, 47 in Scotland, and 34 in Wales. They have an area of about 3.3 m. sq. ft. in all and, even without extensions which have already been authorized for some of them, may be expected to provide employment for perhaps 10/12,000 people. Included in the factories so far authorized are 13 under the arrangements of which I informed the House on November 14, 1967, whereby in the Special Development Areas advance factories which are let are replaced, providing letting prospects remain reasonable. Also included are two factories at Barrow and one at Millom which I authorized to meet the special needs of the areas, together with one in Glasgow which was decided upon in order to provide initial space on the Board of Trade industrial estate at Cowlairs.

'Of the 141 factories so far authorized, 103 have been completed and of these 83 have been allocated: and we have inquiries for 10 of the rest.

'There is no doubt that the Government's provision of advance factories is a most valuable means of attracting industry to the Development Areas. Having regard to our successes so far, and to the needs of the various parts of the Development Areas, I have decided to authorize the construction of a further 29 advance factories, detail of which are given below:

England	Location	Size – sq. ft.	
Northern Region	Cramlington	15,000	
	Bishop Auckland	25,000	
	Bishop Auckland	10,000	
	Consett	15,000	
	Workington	10,000	
	Crook	10,000	
	Brandon	10,000	
	Alnwick	5,000	
	Aycliffe	15,000	
	Jarrow	15,000	
	Whitby	10,000	
	Sunderland	25,000	
	Sunderland	15,000	
	Team Valley	25,000	
	Teesside	15,000	
			220,000
South West Region	West Penwith	5,000	
	West Fenwith	5,000	
	Camborne-Redruth	10,000	
	Newquay	10,000	
			30,000
Wales	Abercarn	25,000	
	Aberdulais	25,000	
	Aberdare	25,000	
	Bridgend	25,000	
	Llanelli	25,000	
	Pontardulais (Hendy)	25,000	
			150,000
Scotland	Springburn (Cowlairs)	100,000	
	Coatbridge	45,000	
	Dundee	20,000	
	Stranraer	20,000	
			185,000

At a press conference in London on January 22, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said that although there were difficult areas, the 29 extra factories were planned because interest in the scheme had been accelerated during recent months.

'The Board have been encouraged by the letting of factories in three difficult areas,' said Mrs. Dunwoody. They were in Milford Haven, Pembrokeshire, Campeltown and Inverness, Scotland.

Mrs. Dunwoody said that the Government was convinced that the Regional policy of the Board of Trade was going to pay off in a big way. 'Government investment in advance factories, often in places where private enterprise is initially unwilling to build speculative plants, will now reach £14.3 million, and the 170 sites are expected to provide employment for about 14,500 people,' she added.

The Parliamentary Secretary said that very few of the factories were sold directly. Sites usually included land to allow for expansion.

Notes:

Previous advance factory programmes were announced in November 1964, September 1965, May 1966, November 1966, and June 1967.

Advance factories are constructed for the Board of Trade by contractors appointed by the English, Scottish or Welsh Industrial Estates Corporations.

When an advance factory is built, sufficient land is provided to allow for substantial expansion.

Advance factories may be let at current market value rental or sold for cash or on mortgage terms. Rented advance factories may attract a rent-free period concession. Factories sold may attract a building grant.

The allocation of advance factories to would-be occupiers is decided by the Board of Trade.

President of the Board of Trade to visit Yorkshire

MR. ANTHONY CROSLAND, President of the Board of Trade, is to visit Yorkshire today, January 31, and will visit tourist attractions in York before meeting industralists in York and Leeds.

On Friday morning, after viewing the progress of the building work on York Minster in the company of the Dean, Mr. Crosland will visit Rowntrees and then have lunch with the Lord Mayor, Councillor Mrs. M. M. Armitage, at the Mansion House. In the afternoon the President will see the Castle Museum and visit Vickers Instruments Ltd., at York before going to Leeds to attend the annual dinner of the Leeds Chamber of Commerce at the Queen's Hotel.

New industry for Maesteg

THE BOARD OF TRADE Advance Factory of 10,000 sq. ft. at Maesteg has been allocated to John Barnsley & Sons Ltd. of Netherton, near Dudley, Worcs.

John Barnsley & Sons Ltd. are an old established firm of engineers and iron founders engaged in the manufacture of overhead travelling cranes, lifting equipment and castings in grey and spheroidal graphite iron. They have occupied their existing site for the past 160 years and employ approximately 200. In addition to manufacturing they have a service and repair depot for mechanical handling equipment at Netherton.

The company intend to use the premises at Maesteg for the manufacture of pulley blocks and associated lifting tackle. It is estimated that when the project is fully operational employment will be provided for between 40 and 45 people, most of whom will be men.

Notes:

The No. 3 Advance Factory at Maesteg was authorized in November 1966 and completed in December 1967. It was constructed by the Welsh Industrial Estates Corporation on behalf of the Board of Trade.

Forty-one Government Advance Factories have been authorized for Wales since speculative factory building recommenced in November 1964.

Thirty of these factories have been completed or construction is nearing completion: nine are at early stages of construction and two are still in the preliminary stage.

A further six factories were authorized and announced on January 22.

Including the Maesteg No. 3 factory 28 factories have now been let.

Reference of proposed mergers to the Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, authorized the following announcement on January 28.

The Board of Trade are referring the proposed merger between Unilever Ltd. and Allied Breweries Ltd., and that between the Rank Organisation Ltd. and the De La Rue Company Ltd. to the Monopolies Commission for investigation and report under the provisions of the Monopolies and Mergers Act, 1965. The Commission are being asked to report on each proposal not later than four months from today.

The proposals for the mergers will be held in abeyance during the period of the investigation.

The Board emphasize that the decision to make a reference to the Commission does not in any way prejudge the question whether or not a merger is contrary to the public interest. It is for the Commission to report on this.

Notes:

The Monopolies and Mergers Act, 1965, empowers the Monopolies Commission to investigate proposed or actual mergers following a reference by the Board of Trade. The Commission are required to investigate and report to the Board of Trade whether the merger operates or may be expected to operate against the public interest.

Section 6 of the Act enables the Board of Trade to refer a merger which either creates or intensifies a 'monopoly' or involves the taking-over of a company which has gross assets valued in excess of £5 million.

These mergers are being referred under the size-of-assets criterion as the gross assets of both Allied Breweries and De La Rue exceed £5 million.

These are the first references to the Commission under the 1965 Act, where the principal issues for examination appear to be the implications for the public interest of mergers of two large companies engaged in activities which do not overlap to any extent. In all previous references the parties to the mergers were either direct competitors or engaged in closely similar activities.

There have been eight earlier references under Section 6 of the Monopolies and Mergers Act.

Measuring Instruments (Intoxicating Liquor) (Amendment) Regulations 1969

NEW REGULATIONS which came into operation on January 28 amend the requirements in respect of certain types of measuring instruments for intoxicating liquor. The instruments affected are those which do not have sight glasses or observation windows or in which such sight glasses or observation windows do not show clearly when the measuring chamber is completely full or empty.

In addition to the present requirement that it shall not be possible to commence delivery until the chamber is completely filled, the new regulations require that such instruments will have to be fitted with a device to prevent the filling of a measuring chamber being commenced unless the chamber is completely empty.

The amendment will allow existing approved patterns of instruments and new instruments constructed in conformity with the present regulations to be accepted for stamping by Inspectors of Weights and Measures until January 1, 1974 and to be used for trade for a further period of five years.

Copies of the regulations, The Measuring Instruments (Intoxicating Liquor) (Amendment) Regulations 1969, SI 1969 No. 67 are on sale at HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1, price 6d. (10d. inclusive of postage).

PIB report on dyestuff and pigment prices

THE First Secretary of State and the President of the Board of Trade have received the Report of the National Board for Prices and Incomes on synthetic organic dyestuffs and organic pigment prices. The Government accept the Report's recommendation that ICI Dyestuffs Division's proposed general price increase of 8 per cent should be accepted, with the rider, which is being discussed with ICI, that the Government will be justified in expecting that investment and research will be undertaken on a sufficient scale to help improve the balance of payments.

The other findings of the Report will be discussed with firms in the industry.

Applications for temporary exemption from import duty

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by February 14.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
28.30	Aluminium chloride, anhydrous, all of which passes a sieve having a nominal width of aperture of 1·40 millimetres and conforming to British Standard 410 : 1962.	Aluminium chloride anhydrous.	December 31, 1969	4522
29.14	2, 4, Dichlorobenzoyl chloride . .	As in previous column .	December 31, 1969	6975
29.44	Rifamycin B, diethylamide, *mono*sodium derivative.	Rifamycin B, diethylamide (sodium salt).	December 31, 1969	13205
39.02	Poly(vinyl chloride) uncompounded, having an apparent density of not less than 400 grammes per litre and not more than 440 grammes per litre when tested by the method in British Standard 2782, and such that, when 100 parts by weight of resin are mixed with 85 parts by weight of di- (2 - ethilhexyl) phthalate and kept at 23° centigrade for 3 days, the paste has a dynamic viscosity not greater than 80 poise when measured at 23° centigrade with a Ferranti rotational viscometer, model VH, using cylinder VM inner cylinder A at a rate of shear of 1·6 per second.	Polyvinyl chloride . .	December 31, 1969	13199

Government Publications

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Her Majesty's Stationery Office, Brazennose Street, Manchester, 2

Visits by British overseas commercial representatives during the period to April 1969

THE FOLLOWING Commercial Diplomatic Officers are expected to be in this country during the next three months.

CEYLON (Colombo)	P. J. GEORGE, First Secretary (Commercial)	March/April	In present post since 1967
TRINIDAD (Port of Spain)	J. BEARDWOOD MBE Second Secretary (Commercial)	April	In present post since 1967

British firms and organizations (including those in the Board of Trade Eastern Region, and London and South-Eastern Region) which wish to meet any of these officers to discuss specific export problems are asked to write for an appointment to the appropriate Board of Trade Regional Controller stating the nature of the problem and the commodities involved. (The Board's Regional Offices together with the areas covered and the appropriate office for Northern Ireland, were listed at page 175 of the *Board of Trade Journal* of January 17.) Those firms and organizations other than in the Eastern Region and the London and South-Eastern Region, which would either prefer or would be prepared, if necessary, to meet the officer for an interview in London should write to Tours Section, Board of Trade, Sanctuary Buildings, 20 Great Smith Street, London, S.W.1.

Because some officers have only limited time at their disposal it may not always be possible to arrange an interview. Where it is not possible, firms are reminded that the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, who are in close touch with all overseas representatives can very often supply advice, or the information that applicants hoped to obtain at the interview. Outside London the Regional Offices of the Board of Trade or, in Northern Ireland, the Ministry of Commerce, Belfast, can also supply this help,

White Paper on change-over to decimal currency

A WHITE PAPER published on January 22, 'Decimal Currency: The Change-over' (Cmnd. 3889 HMSO, price 2s. 6d.) reviews the background to the change over to decimal currency on February 15, 1971, and gives information about coinage arrangements.

For those planning conversion arrangements it gives guidance on four main subjects – the change-over period (when both old and new coins will circulate side by side); prices; wages and salaries; and compensation. It also outlines the main provisions of a second Decimal Currency Bill to be published at the same time as the White Paper.

Change-over period (paragraphs 16-22)

The White Paper says that for practical purposes this is likely to be short. 'The general conclusion . . . is that it would be wise for all organizations to plan for conversion on the assumption that the change-over in the United Kingdom will for most practical purposes be a rapid process' (paragraph 22).

Prices (paragraphs 23-26)

The White Paper states that the Decimal Currency Board and the Government are satisfied that decimalization need lead to no overall increase in price levels (paragraph 23). It explains that the use of the 'new halfpenny' price conversion table recommended by the Decimal Currency Board and reproduced in paragraph 24 will not be mandatory, but all concerned with the retail prices of goods and services are expected to use it wherever practicable (paragraph 25).

Noting the implications of decimalization for price and tariff structures, it points out that prices should not be increased between now and Decimal Day solely to provide £ s. d. amounts which will convert exactly to £p amounts: increases must either be justified within the Government's policy on prices or counter-balanced by product or other analogous changes (paragraph 26).

Wages and Salaries (paragraphs 27-29)

The White Paper states there will be no statutory conversion of wage or salary rates: they can be converted exactly. It foresees no new problems in the actual payment of wages. 'The Government consider it important that decimalization should not be used as an excuse for renegotiation or general rounding-up of wage rates. Any proposals for pay increases at the time of decimalization should be such as can be justified under the Government's Productivity, Prices and Incomes Policy' (paragraph 29).

Compensation (paragraphs 30-35)

The Government's policy as described in the earlier White Paper 'Decimal Currency in the United Kingdom' (Cmnd. 3164) was that compensation as a general principal was not acceptable, but that if it could be shown to the Decimal Currency Board that there were grounds for giving some assistance in special cases the Government would consider any recommendations the Board might care to make. The White Paper reports that the Board have now recommended that there should be no compensation in any circumstances; their view, after long consideration, is that a compensation scheme confined to special cases would be undesirable in principle and inequitable and inefficient in practice (paragraph 31). The Government consider that the Board's recommendation should be accepted and propose to ask Parliament to relieve the Board of their function of receiving representations about compensation (paragraphs 34-35).

Legislation for the change-over (paragraphs 36-48)

The third section of the White Paper explains the need for further legislation and sets out the future legal position, if Parliament approves the Bill, on legal tender and cash payments (on which the Decimal Currency Board will give practical guidance as indicated in paragraph 42); payments through the banking system; bills of exchange and promissory notes; periodical payments (e.g. bankers' orders), and payments after the end of the change-over period.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the quarter ended December 31, 1968, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration

High Court	224
County Courts	844
Total	1,068

Deeds of Arrangement

Total number registered	43

The above information was published in greater detail, with an analysis of the bankruptcies in the respective courts, in the *London Gazette* dated January 21, 1969.

ECGD LOCAL ADDRESSES

The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (606 6699). The department has 19 local offices in various parts of the United Kingdom. A list was given on page 90 of January 10, 1969, issue.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

TUESDAY, JANUARY 21

Commonwealth Prime Ministers' meeting

Mr. Harold Wilson, the Prime Minister, made a statement on the meeting in London of the Commonwealth Prime Ministers (*Hansard*, cols. 249-264).

Board of Trade staff

Mr. Anthony Crosland, President of the Board of Trade, was asked to give the number of officials he employed, established and non-established, respectively, whose total salaries and allowances were under £1,500 per annum, between £1,500 and £3,000 per annum, between £3,000 and £5,000 per annum, between £5,000 and £7,500 per annum, and over £7,500 per annum, respectively.

The President replied: 'Details are not readily available of the numbers of officials whose total salaries and allowances are between the stated ranges and this information could be provided only at disproportionate expense. The total numbers of established and non-established staff (non-industrial) employed by the Board of Trade on October 1, 1968, were 12,931 and 5,097 respectively. Corresponding figures for the Export Credits Guarantee Department are 998 and 367 respectively.'

Decimal currency

The Decimal Currency Bill was presented by Mr. Roy Jenkins, Chancellor of the Exchequer.

WEDNESDAY, JANUARY 22

Preferences for developing countries

Mr. William Rodgers, Minister of State, Board of Trade, was asked if he would list in the Official Report the products falling within the first 24 chapters of the Brussels Nomenclature on which the United Kingdom was prepared to grant preferences to developing countries, and those manufactured and semi-manufactured products falling within chapters 25 to 29 on which the United Kingdom was not prepared to grant preferences to developing countries. Mr. Rogers replied that international discussions on this subject were continuing and in the meantime he was not in a position to publish a list.

Foreign Compensation Bill

The debate on the Foreign Compensation Bill is reported in Hansard.

THURSDAY, JANUARY 23

Shipbuilding Industry Bill

Mr. Anthony Wedgwood Benn, Minister of Technology, moved the second reading of the Shipbuilding Industry Bill.

Imports from Commonwealth

Mr. Edmund Dell, Minister of State, Board of Trade, was asked to state the proportion of total imports of the Commonwealth as defined in 1967, together with South Africa and Rhodesia, for each of the years 1920 to 1938, inclusive, and 1946 to 1968, which were represented by imports from the United Kingdom. The figures were circulated in *Hansard*, except in respect of 1968 for which figures are not yet available.

A further question concerned the proportion of United Kingdom exports for the years 1920 to 1938 and for last year represented by exports to the Commonwealth as defined in 1967, together with exports to Rhodesia and South Africa. This information was also published in *Hansard* (col. 170).

Imports of cheese

A Member asked for a statement on the application by the United Kingdom Farmers' Union and the Federation of the United Kingdom Milk Marketing Boards for anti-dumping or countervailing duties on cheese imports into the United Kingdom. Mr. Dell said: 'As was stated in a Press Notice issued yesterday (*Board of Trade Journal*, January 24, page 207), the Board of Trade are investigating an application by the British producers for imposition of anti-dumping or countervailing duties on imports of certain types of cheese and cheese products from Australia, Canada, France, the Irish Republic and the Netherlands. The Board have accepted that a prima facie case has been made out, and if there is evidence of a significant increase in dumped or subsidized imports or market prices seem likely to collapse, the Board will impose a provisional charge to duty immediately. The Governments of the exporting countries concerned have been informed accordingly.'

FRIDAY, JANUARY 24

Scottish film industry

A Member who asked if assistance would be given towards the development of the Scottish film industry, was told by Mrs. Dunwoody that the film industry in Great Britain already received assistance from the National Film Finance Corporation, from a levy upon exhibitors, the proceeds of which were distributed to makers of British films, and from legislation requiring exhibitors to show quotas of British films. All these measures applied to Scotland.

Industrial development in Scotland and Wales

Mrs. Dunwoody answered questions on how many industrial development certificates were issued in each region and in Scotland and in Wales during the final quarter of 1968.

MONDAY, JANUARY 27

Monopolies Commission Report on Recommended Prices

Answering questions on the Report of the Monopolies Commission on Recommended Prices, Mr. Dell said the Monopolies Commission Report on Recommended Prices was received on December 24, 1968. It would be laid before Parliament and published as soon as possible.

Inquiries under the Companies Act

A Member asked if the President would institute an inquiry under section 165 of the Companies Act into the activities of Inter Continental Pharmaceuticals (Bletchley) Limited, Inter Channel Pharmaceuticals Limited and associated companies. Mr. Dell answered that on January 13, 1969, the Board of Trade, under Section 109 of the Companies Act, 1967, required the production of books and papers of Inter Continental Pharmaceuticals (Bletchley) Ltd.

Inquiries are proceeding but it is too early to decide whether the appointment of an inspector under Section 165 of the Companies Act, 1948, should be made,' said Mr. Dell.

Industrial development in Scotland

Asked how much was given in Government grants to industry per head of population during 1966, 1967 and 1968 in Scotland; and how many advance factories were built, Mrs. Dunwoody said Government grants under the Local Employment Acts represented about £ per head of the population in the financial year 1965/66 and something under £2 in 1966/67. In 1967/68 the figure was about £10; this included investment grants under the Industrial Development Act, which were first made in this year. In the period 43 Board of Trade advance factories had been completed and three were under construction.

Aviation and Shipping answers

TUESDAY, JANUARY 21

International air routes

In reply to a Member's request, Mr. William Rodgers, Minister of State, Board of Trade, gave a list of international air routes for which licences had been issued to British civil airlines, but which were not currently being operated, together with the names of the operators concerned and the date of grant of the original licence. The list also indicated the destinations on the routes in question which were served by the operator under another licence. (*Hansard*, col. 76).

WEDNESDAY, JANUARY 22

'Orsino's' weather advisory service

Asked if he would make an interim statement upon the work done by the stern trawler 'Orsino' in weather advisory service for British trawlers off Iceland this winter; and whether he would consider making this service permanent throughout the year, Mr. Rodgers said: 'During her first 45 days on station off Iceland "Orsino" issued 12 "gale" warnings and seven "storm" warnings; 15 of these were also "icing" warnings. On 11 of these occasions trawlers were advised to leave or stay out of particular sea areas. In general the warnings and advice have been heeded by the vessels affected. In the same period "Orsino's" doctor dealt with eight cases requiring either a visit to another trawler or the transfer of the patient at sea to "Orsino".

'The present experiment will end on April 30. We shall consider whether a permanent weather advisory service is needed when we receive the Final Report of the Committee of Inquiry into Trawler Safety.'

Aberdeen Airport

Mr. Rodgers, replying to a Member's question, said that Aberdeen Airport would not be downgraded. There was no intention of taking any action which would result in any reduction in the standard of facilities at this aerodrome nor, when the present industrial dispute had been settled, in the hours of the watch.

Government loans for QE2

A Member asked on what date the Government had agreed to support the building of the 'Queen Elizabeth 2'; and what was the amount of loans or grants committed to the

Cunard company for its construction. Mr. Rodgers said that the original offer of a loan not exceeding £17.6 million had been made on October 17, 1963. A revised offer of loans not exceeding £24 million had been made on September 15, 1967. No grant had been offered.

Closing United Kingdom airports

Asked if he would make regulations for closing United Kingdom airports when the weather conditions were below minima, Mr. Rodgers replied: 'No. It is important that airports should remain open even in adverse weather conditions in case an emergency should necessitate a decision to land.'

Leconfield Airfield

A Member inquired what further progress had been made in talks with local authorities regarding the use of Leconfield Airfield for civil air services. Mr. Rodgers replied that discussions about the future use of Leconfield were still taking place and the local authorities would be informed when the position is clearer.

THURSDAY, JANUARY 23

Turnhouse Airport

Answering a request for a statement on the position at Turnhouse Airport, Edinburgh, following upon discussions with union officials, Mr. Rodgers said: 'Yesterday I met the National Secretary of the Transport and General Workers Union, who also represented the Amalgamated Union of Engineering and Foundry Workers, to discuss the dispute with the Board of Trade's employees at Edinburgh (Turnhouse), Aberdeen (Dyce) and Belfast (Aldergrove) airports.

'In the course of discussions I proposed that, jointly with the Trade Unions, a working party on productivity should be set up to examine urgently the scope for measures to raise efficiency. I made clear that improved productivity would alone justify any improvement on our present offer of a 3½ per cent increase in rates of pay. I expressed the hope that, in the meantime, the employees at the three airports would co-operate in creating conditions in which normal air services could be resumed and emphasized that the dispute was causing serious inconvenience to passengers and could have damaging consequences for the Scottish economy.

'The Trade Union side agreed to consider the Joint Working Party but were not prepared unfortunately to seek to end the industrial action.

'The initiative now lies with them. I hope that discussions will be resumed without delay.'

Airborne radio teleprinters

Answering a question on progress being made in negotiations with the United States and Canadian Governments with a view to providing the requisite ground stations for the more extensive use by civil airlines of airborne radio teleprinters, Mr. Rodgers said no such negotiations were taking place but in accordance with an ICAO recommendation the United Kingdom was operating one ground station on a trials basis.

FRIDAY, JANUARY 24

Leconfield Airfield

Mr. Rodgers told a Member who asked what applications he had had for civil aircraft to use Leconfield airfield; and what had been his reply, that the Town Clerk of Hull wrote to the Board of Trade asking that RAF Leconfield should be made available for civil air services. He was informed that the matter was being discussed with the Ministry of Defence. It was also known that Autair International Airways Ltd. are interested in using the airfield under suitable conditions.

MONDAY, JANUARY 27

Trawler reporting system

Asked whether trawlers were now reporting their positions daily as recommended by the Board of Trade Mr. Rodgers said, 'Our information is that all trawler firms engaged in distant water fishing operate a daily reporting system.'

Reports on loss of Hull trawlers

THE REPORTS of the Formal Investigations into the loss of the steam trawlers 'St. Romanus', 'Ross Cleveland' and 'Kingston Peridot' were published on January 30. The reports are available from HMSO, No. S481 (s.t. 'St. Romanus') at 1s. 3d.; No. S482 (s.t. 'Ross Cleveland') 1s. 9d.; and S483 (' Kingston Peridot') at 1s. 9d.

New chemical factory in County Durham opened

A NEW BORDEN CHEMICAL (UK) factory for the production of synthetic resins and formaldehyde, sited on the Peterlee Industrial Estate near Durham, was formally opened on January 14 by Mr. Emanuel Shinwell, MP for Easington, Co. Durham.

This new factory occupies some three acres of a five-acre site leased from the Peterlee Development Corporation. In addition to the synthetic resin and formaldehyde plants the factory consists of boiler houses, tank-farm, a quality control laboratory, administrative offices, maintenance workshop, warehousing and similar essential services.

Although the factory is at present essentially a production unit for synthetic resins and formaldehyde, it has been planned to permit expansion of production facilities in whatever direction the company might take in the future.

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Management courses for senior executives

THE NATIONAL Economic Development Office announce that three EDCs, Clothing, Hosiery and Knitwear, and Wool Textile are sponsoring management courses for senior executives in all the textile and apparel industries, including footwear. The courses are being run by the Oxford Centre for Management Studies and their aim is to increase understanding of business strategy. A pilot course was held last July and was generally agreed by the participants to have been very successful. Three courses, each lasting five days, will be held this year. There will be no formal lectures. The method of teaching will be that of the seminar; that is, the staff member responsible will introduce the subject and work through the illustrative material. Each course will be limited to 12-14 members so that discussion will be possible as the talk proceeds. This will enable members to relate the general points to their own experience. Recruitment from the textile and apparel industries will enable individual members to benefit from the experience of other members from different but related industries.

Further details and application forms are obtainable from NEDO, Millbank Tower, 21/41 Millbank, London, S.W.1.

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

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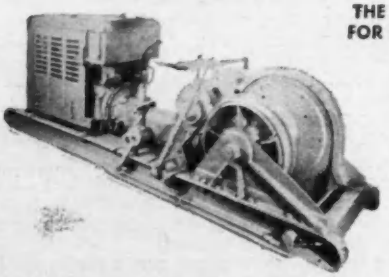

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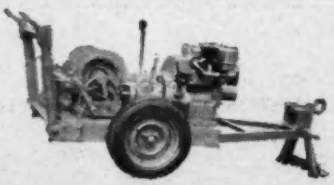

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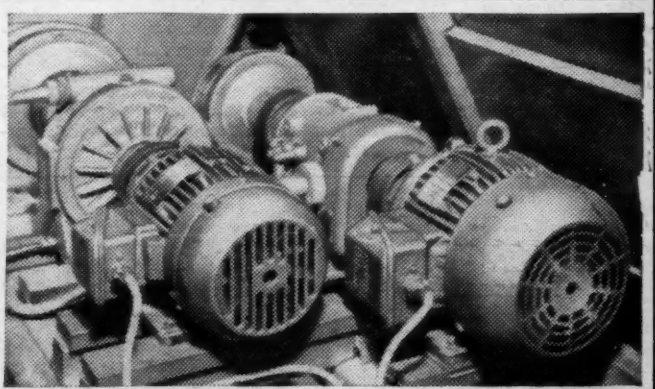

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New Books

The Management Training and Development Committee of the Department of Employment and Productivity's Central Training Council has published a report called **Training and Development of Managers: Further Proposals.** (50 pages. Available from HMSO bookshops. 6s.; by post 6s. 6d.) Their first report in 1967 was mentioned in the *Board of Trade Journal*, October 13 1967 on page 881. This new report develops, in more detail, the general guide lines laid down in the earlier publication, and its main purpose is to give guidance to Industrial Training Boards on the advice they should give concerning management problems. It discusses the techniques of determining the needs for management development, the appraisal of a manager's present performance and future potential, and it shows how an assessment may be made of a firm's present and future needs at all management levels. The final part deals with the construction and operation of effective programmes of management training and development. An effective training programme, this time for systems analysts, makes up the larger part of the report prepared and presented to the Department of Employment and Productivity by a Joint Committee of Industrial Training Boards, **The Training of Systems Analysts (Commercial).** (23 pages. Available from HMSO bookshops. 5s.; by post 5s. 6d.) This pamphlet is the first of a series dealing with the training of staff concerned with computer applications. It is fundamentally a guide to the training of systems analysts employed on administration, management control and business operations, but it stresses the fact that with appropriate interpretation and modification these guide lines can be usefully employed in all commercial and industrial undertakings.

Improving Business Results, by John W. Humble. (192 pages. McGraw-Hill. £2 10s.) Mr. Humble, a director of a leading British firm of management consultants and a member of the Central Training Council attempts a positive approach to improving company profit and growth through the efforts of a competent management team, which acts effectively in carrying out clearly-defined objectives. The author presents the chief executive of a business enterprise with a comprehensive plan, which will enable him to work effectively with his managers in defining and developing the basis for co-ordinated action towards these ends. This plan shows the chief executive how to conduct the basic fact gathering of company and market data, how to sift out and refine short-term priorities and long-term goals, and how to make these goals the living basis of management activity.

The Committee of Inquiry on Pressure Vessels was appointed by the Minister of Technology in December 1966 to 'recommend ways of improving pressure vessel technology, including standards, design and manufacture'. Its recommendations are contained in **Report of the Committee of Inquiry on Pressure Vesse's, Vol. 1** (123 pages. Available from HMSO 12s. 6d.; by post 13s. 3d.) Whilst the British pressure vessel industry is one of the largest in the world, it is believed that speedy action is desirable and necessary to enable the industry to improve further its competitive position and to remain in the forefront of technical progress. This report makes a number of detailed recommendations which would enable the industry to achieve even greater competitiveness and technical ability, both of which will be essential in the markets of the future. These recommendations affect both the structure and technology of the pressure vessel industry. The report stresses that the industry should be rationalized, that a single body should be set up to represent the interest of all pressure vessel fabricators, and that a Pressure Vessel Authority should be formed to co-ordinate research and development, standards and inspection services. It also suggests a number of improvements in steel quality and design details, and calls for improved communications between material suppliers, pressure vessel fabricators, contractors and end-users, and for improved personnel relations in the industry. The Ministry of Technology intends to ask interested bodies for their comments on the recommendation for the formation of a Pressure Vessel Authority as well as other recommendations contained in the report by June 1 1969, following which the Government will make its decision. Volume 2 of the report, containing various appendices of supporting evidence, is expected to be published in June 1969.

British Marketing, 1968-69. (278 pages. Business Dictionaries Ltd. Sell's House, East Street, Epsom, Surrey.) First published last year, the second edition of this annual guide to British exporters covers an appreciably larger number of firms. The two principal sections are an alphabetical list of the manufacturers with their addresses and cable addresses, and an alphabetical guide to their products and services under nearly 4,000 headings. A welcome new feature in this edition is the provision of French, German and Spanish glossaries of the trade headings. The publishers state that 10,000 copies have been printed exclusively for distribution to overseas executives interested in British products and services.

Economic Statistics and Economic Problems, by R. J. Nicholson. (399 pages. McGraw-Hill. £2 18s.) The basic objective of this book (published in the *McGraw-Hill European Economics Series*) is to show how available statistical material can be used to investigate and explain economic problems, rather than to teach formal statistical methods for economists, or to describe or discuss sources of economic statistics. It is written principally for economists who may possess only a modest statistical background and is not about econometric methods and applications; it aims instead to interest students in quantitative, applied economic work by showing them how economic statisticians tackle different types of problem. The author, a Senior Lecturer in Economic Statistics at the University of Hull discusses economic trends in post-war Britain, covering productivity, wage drift, and income distribution making some international comparisons specifically from Britain's viewpoint. He also considers the field of household budget analysis and the forecasting of demand, which are particularly useful subjects for those working with business statistics or in market research. The source material used throughout the book is limited to British economic statistics, and the manuscript was completed and despatched to the publishers before the devaluation of sterling was announced in November 1967.

St. Michael: a History of Marks and Spencer, by Goronwy Rees. (261 pages. Weidenfeld and Nicolson. £2 10s.) Marks and Spencer started as Marks' penny bazaar in the market at Leeds in 1884. Now, 85 years later, the Company has nearly 250 modern stores throughout the country with a turnover of some £300,000,000 and a trade mark (St. Michael) which has become the most popular brand name in the country. The history divides conveniently into two halves. The first half gives details of the story of the years up to the end of the Second World War, and traces the growth of the idea of providing the highest quality for the lowest price by the gradual application of scientific and technological methods to marketing techniques. The second half, which goes from 1945 to the present day shows the fruition of this policy. It also stresses the company's philosophy of the importance of people as individuals and the chapter dealing with the 'human element' is a complete exposition of the company's ideas on management and administration. The book has no index.

Planning in Ireland, by Garret FitzGerald. (246 pages. Political and Economic Planning. 12 Upper Belgrave Street, London, S.W.1. £3.) This case-study, published jointly with the Institute of Public Administration, Dublin, deals with the role of economic planning in the Republic of Ireland which as been accompanied by a radical change in the country's growth rate. During the period 1949 to 1958 the volume of national output rose by only 9 per cent, whereas from 1958 to 1967 national output increased by 39 per cent. The author suggests that planning helped to ensure that this Irish recovery, once started, was maintained even during the 'stop' periods of Britain's recurrent 'stop-go'. The background and methodology of the First and Second Programmes are dealt with in some detail and suggestions are put forward for the Third Programme, which is now in the course of preparation. The Republic's population is much less than that of a typical English region and the small scale of the economy gives the study a special interest at a time when there is a trend towards regionalization. In addition, the fact that the Republic is a sovereign state gives planning there an extra dimension which it does not have in a region. Finally, the chapters dealing with the origin and the work of the National Industrial Economic Council provide a comparison with the operation of the NEDC in Britain. This first up to date evaluation of achievements is well supported by tables.

Trade Descriptions – the New Law, by Bowes Egan. 2nd edition. (46 pages. LRS Publishers, 48 Notting Hill Gate, London W11. 20s.) This is another guide to the Trade Descriptions Act 1968. Other publications on the Act which have been reviewed in the *Board of Trade Journal* include *The Trade Descriptions Act* 1968, by John A. O. Keefe (*Board of Trade Journal*, 6 December 1968, page 1529), and *Questions You Ask . . . The Trade Descriptions Acts*, by the Retail Trading Association (*Board of Trade Journal*, 19 July, 1968, page 169). *Trade Descriptions – The New Law* is aimed at the trader and promoter who have no special knowledge of the law and contains 27 pages of comment on the Act. The text of the Trade Descriptions Act 1968 and the Misrepresentation Act 1967 are reproduced in full.

Attainable Production Targets: a Report by the Economic Development Committee for the Clothing Industry. (146 pages. Available from HMSO 22s. 6d.; by post 24s. 2d.) The main aim of this study is to provide individual manufacturers of men's jackets, trousers and shirts with information to enable them to assess the scope for improving their labour productivity. The method adopted was to analyse and report on the performance in sewing and finishing of 36 of the World's most efficient producers. The report makes it clear that for those clothing companies which make a determined effort to improve their labour productivity the rewards are likely to be substantial.

Limits and Fits for Engineering Inch Values. (48 pages. National Federation of Engineers' Tool Manufacturers, Light Trades House, Melbourne Avenue, Sheffield, S10 2QJ. 7s. 6d.) This contains precise conversions from metric to inch measurements to five decimal places, and uses the agreed metric values given in ISO Recommendation R286. The main purpose of this booklet is to facilitate the changeover to metric limits of tolerance in many sections of the engineering industry and particularly in the engineers' cutting tool section. It is, however, recognized that this publication could be of assistance to a number of other industries having an interest in varying commodities where it is necessary for precise limits of tolerance to be observed in their manufacture.

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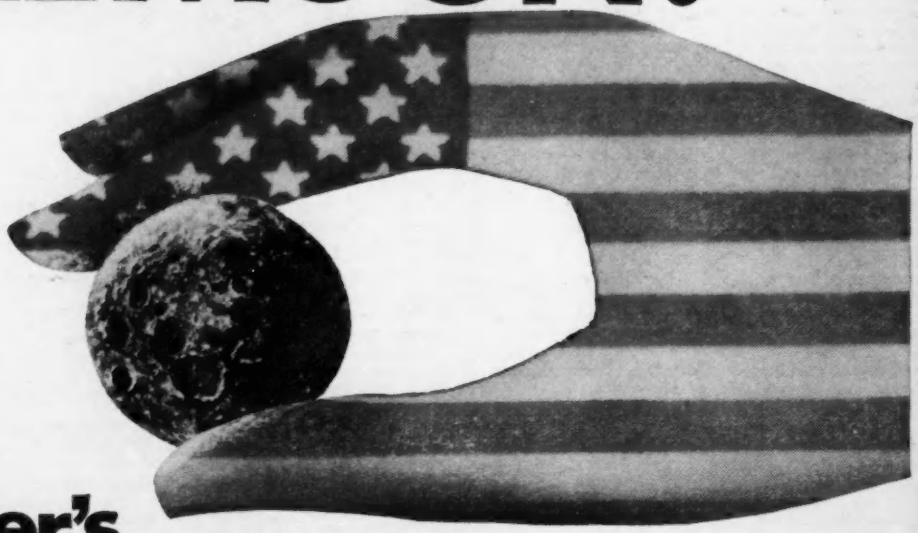

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Government surplus sales by auction

MINISTRY OF DEFENCE

1969	Stores	Location of sale	Auctioneers
Feb. 4	Miscellaneous stores	Central Ordnance Depot, Bicester, Oxon	Midland Marts Ltd. (Dept L), Market Square, Bicester, Oxon. (Tel. 2073).

Large quantities of motor vehicle spares; scrap aircraft and MT tyres; single acting pile hammers; Smiths anvils; miscellaneous tools and wooden tool boxes; wooden extension ladders; 9 tons plastic insulating composition, 10 Mikroma 16 mm miniature cameras with Meopta Mirar f/3.5 lens with leather case and 10 take-up feed cassettes; clasp knives; fire-fighting equipment; sisal and manilla rope; various paints; pocket watches; furniture including fold-flat forms and chairs; bedside cabinets; easy chairs; wooden industrial lockers; various tables; miscellaneous kitchen equipment; clothing and textiles including women's overalls; vests and drawers; socks; K.D. shorts; jerseys; greatcoats; white calico and dress shirts; leather wellington boots; drill jackets and trousers; rubber knee boots; B.D. blouses; sea kitbags; G.S. haversacks Mk. 7; firemen's blue trousers and blue double breasted tunics; canvas water bottles; hessian; woollen rags; scrap rubber; etc.

Feb. 12	Aircraft equipment, miscellaneous stores	The County Hall, Botchergate, Carlisle.	Harrison & Hetherington (Dept. L), Botchergate, Carlisle (Tel. 26292).

Aircraft instruments and spares including auto pilot gyro units, air blowers, altimeters, air speed indicators, fuel tanks etc; electronic valves; oscilloscopes; Avery weighing scales; 10 Mikroma 16 mm. miniature cameras with Meopta Mirar f/3.5 20 mm. lens with leather case and 10 take-up feed cassettes; electronic multimeters; 2 and 4-way pallets; rack assemblies; various power units; electric cable; electric motors; hand tools; G.S. haversacks; motor transport spares; machine tools; various hosing etc.

Feb. 18	Technical and miscellaneous stores	Northern Command Ordnance Sub Depot, Barlow, Nr. Selby, Yorks.	Bartle & Son (Dept. L), 52 Merrion Street, Leeds 2 (Tel. 0532-20898).

Fork lift trucks; compressors; generators; charging sets; lathes; milling machines; shaping machines; grinding machines; saws; weighing machines; MT assemblies spares and equipment; trailers; transporting and lifting equipment; electric cable; electric wireless and signal equipment and spares; testing instruments; pneumatic tools; tools and tool kits; tyres; fire-fighting equipment; ambulance stretchers; storehouse trucks; dexion racking; binoculars; Mikroma 16 mm. minature cameras with Meopta Mirar f/3.5 20 mm, lens with leather case and 10 take-up feed cassettes; safes; wood and metal boxes; gravity roller conveyor; ironmongery; household and kitchen equipment; Nissen Huts; textiles including respirator and webbing haversacks; tents; carpets; rugs; curtains; ground sheets; web equipment; kit bags; rope; rags; camping equipment; mattresses; palliasse and bolster cases; sandbags; clothing including battledress; raincoats; greatcoats; gauntlets; ankle boots and shoes; firemen's clothing; furniture including chairs; tables; wardrobes; lockers; beds; desks; forms; dressing chests; bedside tables etc. and large quantities of miscellaneous stores.

Feb. 25-28.	Vehicles, earth moving and lifting equipment	Ordnance Storage & Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham (Tel. 54272.)

Limousines; saloons; estate cars; commercial and utility vans; tractors; trailers; tankers; trucks; breakdown and heavy duty vehicles; cranes; angledozers scrapers; graders; dumpers; excavators; hydraulic tippers; coaches etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to dates of sales, price 1s. 0d. (postal order only).

NISSEN HUTS

A large number of NISSEN HUTS 16 ft. x 36 ft. and 24 ft. x 66 ft. are to be sold at the Ministry of Defence auction sale to be held at BARLOW on February 18, 1969. Catalogues, price 1s. 0d. (postal order only) obtainable from the auctioneers: Bartle & Son, 52 Merrion Street, Leeds, 2.

SALE BY TENDER

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MINISTRY OF PUBLIC BUILDING AND WORKS

1969	Description of Goods	Location	Auctioneers
Feb. 4.	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

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Statistics

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Series expressed as index numbers and seasonally adjusted except where shown otherwise

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected Components				Total	Selected Components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1966 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1966	1958	1958	1958	1958	1958				
Value in base year, £m.	20,103	—	16,028	15,362	15,362	11,372	3,492	922	688	586	1,219	Series shown in £ million			
1962	114	115	128	124	114	.	129	119	134	143	124	+ 73	+22	+21	+14
1963	119	119	136	131	120	..	131	104	143	146	130	+206	+113	+29	+55
1964	125	128	146	140	124	..	154	118	171	185	147	+581	+345	+79	+47
1965	129	132	156	149	126	..	160	130	169	189	153	+365	+217	+42	+43
1966	132	133	165	158	129	100	162	134	171	185	165	+227	+129	+30	+ 6
1967	133	133	171	165	132	101	173	130	166	203	186	+104	— 40	—30	+10
1967															
1st quarter	133	132	167	161	129	100	167	130	163	192	179	+ 32	— 15	— 7	+14
2nd quarter	133	133	169	162	129	100	176	136	174	200	185	+ 45	+ 8	—11	+14
3rd quarter	134	133	173	166	132	102	174	128	164	207	190	— 25	— 11	—16	—20
4th quarter	134	135	174	170	135	104	174	128	163	211	192	+ 59	— 22	+ 5	+ 2
1968															
1st quarter	137	137	179	176	140	106	178	125	183	210	194	—119	—140	+ 7	+46
2nd quarter	135	138	181	170	130	102	174	125	168	216	189	+ 90	+ 59	+15	Nil
3rd quarter	138	140	184	175	134	103	176	131	181	210	184	+ 72	+ 33	+17	+ 5
1968															
June		139				103									
July		140				102									
August		141				104									
September		139				102									
October		141*				103									
November		142*				106									

	ORDERS		PRICES AND COSTS					LABOUR			TRADE		BALANCE OF PAYMENTS: current balance
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand	Index of retail prices		Wholesale price index: non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 16, 1962		1954	1954	Jan. 31, 1956				1958	1958	series shown in
Value in base year, £m.	—	—	—		—	—	—	Series shown in thousands			3,834	3,250	£ million
1962	117	100	101·6	+4·2	103·0	120·6	136·2	422	156	24,193	121	121	+112
1963	136	117	103·6	+2·0	104·5	121·4	141·3	500	144	24,240	130	130	+111
1964	162	124	107·0	+3·3	108·6	124·7	148·6	361	221	24,567	148	136	—399
1965	165	121	112·1	+4·8	110·6	129·5	157·9	309	265	24,784	150	145	— 91
1966	154	105	116·5	+3·9	114·5	133·0	168·5	325	254	24,821	158	155	+ 15
1967	143	114	119·4	+2·5	112·4	134·4	175·3	515	175	24,411	168	155	—404
1968			125·0	+4·7	123·5*	141·0*	187·2	543	189		206*	190*	
1967													
1st quarter	149	104	118·6	+3·7	112·0	133·6	171·4	458	186	24,392	164	166	+ 25
2nd quarter	148	104	119·6	+2·6	109·8	133·6	172·8	508	168	24,419	167	160	—110
3rd quarter	146	105	119·0	+1·7	110·9	134·7	177·3	555	163	24,472	162	157	— 20
4th quarter	143	114	120·4	+2·1	116·7	135·9	179·7	538	182	24,359	178	138	—299
1968													
1st quarter	142	117	122·1	+3·0	125·3	139·2	184·8	511	184	24,225	203	181	—175
2nd quarter	138	125	125·0	+4·5	122·8	141·3	185·8	550	180		201	180	—152
3rd quarter	138	128*	125·7	+5·6	122·1	141·6	187·6	580	182		209	196	— 80
4th quarter			127·2	+5·6	123·7*	142·1*	190·7	533	210		211*	199*	
1968													
June	138	125	125·4	+4·6	122·9	141·5	186·0	569	178		193	182	
July	138	123*	125·5	+5·3	121·9	141·6	187·0	580	180		210	188	
August	139	126*	125·7	+5·7	121·8	141·6	187·6	585	179		209	199	
September	138	128*	125·8	+5·9	122·5	141·7	188·2	575	186		208	201	
October	140*	126*	126·4	+5·6	122·9	141·9	188·5	551	195		210	194	
November	140*	126*	126·7	+5·2	123·8*	142·1*	190·4	529	211		217	207	
December			128·4	+5·9	124·5*	142·2*	193·1	520	225		207*	190*	
1969													
January								506*	208*				

*Provisional. †Not seasonally adjusted.

Industrial Building in the fourth quarter and year 1968

THE AREA of industrial development certificates approved in the fourth quarter of 1968, at 27.5 million square feet was lower than the third quarter total of 31.1 million square feet, which included some very large schemes in Development Areas. The fourth quarter total was, however, 27 per cent above the average of 1967 and apart from the very high figure in the preceding quarter, the highest since the present basis of measurement was introduced in August 1966.

The total floor space approved in 1968 as a whole amounted to 110.3 million square feet, the highest yet recorded, with a substantial increase of 26 per cent compared with the total of 87.4 million square feet in 1967. This buoyancy in approvals for industrial floor space is related to the expected growth in private investment reported by industrialists in the latest investment intentions inquiry, published in last week's *Board of Trade Journal* (January 24).

Approvals in the Development Areas rose by nearly one third between 1967 and 1968, the increase of 9 million square feet relating mainly to industrial building other than ancillary space (storage, canteens, etc.). In the rest of the country there was an increase of nearly one quarter which also included a rise of 9 million square feet of floor space other than ancillary space and a rise of some 4 million square feet in the latter category. The proportion of total floor space approved in Development Areas was 34 per cent in 1968, compared with 33 per cent in 1967. These areas contain under one quarter of the population of Great Britain.

Industrial Building projects – new buildings, extensions to existing premises and existing buildings turned to industrial use – for which industrial development certificates were issued during the fourth quarter of 1968 together with comparative figures for other periods are as follows:

(Million square feet)

	Northern (2)	Yorkshire and Humberside	East Midland	East Anglia	South East	South Western (2)	Wales (2)	West Midland	North Western (2)	Scotland (2)	Great Britain Total	Development Million square feet	Development % of GB	Remainder of Great Britain Million square feet
1961	6·5	4·2	3·5	1·8	18·1	2·8	2·5	5·0	7·4	4·9	56·5	15·0	..	41·5
1962	3·0	2·4	2·2	1·8	11·8	2·4	2·1	3·7	4·4	3·7	37·5	9·1	..	28·2
1963	4·2	3·7	2·5	1·5	9·6	2·4	1·6	3·5	5·3	5·0	39·2	12·2	..	27·0
1964	8·2	6·0	3·7	2·5	11·9	4·4	3·2	5·0	8·2	5·9	59·0	20·2	..	38·7
1965	6·2	6·2	3·4	1·8	11·3	3·1	4·5	5·0	9·2	11·0	61·7	24·6	..	37·1
1966	8·2 (8·2)	7·4 (6·7)	4·9 (4·4)	4·1 (3·8)	13·2 (10·8)	4·1 (3·5)	9·3 (9·3)	6·4 (5·8)	10·2 (8·7)	8·2 (8·2)	76·1(69·4)	29·1 (28·6)	..	47·0 (40·9)
1967	7·5 (7·5)	8·7 (4·5)	6·4 (3·8)	3·6 (2·2)	20·6 (11·1)	6·3 (3·4)	5·7 (5·7)	7·2 (4·2)	11·3 (7·6)	10·2 (10·2)	87·4 (60·1)	28·9 (26·6)	33	58·3 (33·5)
1968 (4)	11·9 (11·9)	9·0 (5·7)	7·3 (4·3)	4·7 (2·8)	21·2 (10·9)	6·3 (3·8)	8·8 (8·8)	11·6 (6·6)	17·7 (11·9)	11·8(11·8)	110·3 (78·5)	38·0 (35·8)	34	72·3 (42·7)
1966 1st quarter	1·7	1·7	1·3	1·7	2·6	1·0	1·1	1·9	3·0	1·7	17·7	6·1	..	11·6
2nd quarter	1·9	1·3	1·2	0·8	2·6	0·8	2·8	1·5	2·2	1·9	16·9	7·5	..	9·5
3rd quarter (3)	3·2 (3·2)	2·1 (2·0)	1·2 (1·1)	0·7 (0·6)	3·2 (2·8)	1·3 (1·3)	3·9 (3·9)	1·4 (1·2)	2·1 (1·6)	2·6 (2·6)	21·7 (20·3)	10·0 (9·9)	..	11·7 (10·4)
4th quarter (3)	1·4 (1·4)	2·4 (1·6)	1·2 (0·9)	1·0 (0·7)	4·9 (2·8)	0·9 (0·5)	1·4 (1·4)	1·7 (1·3)	2·8 (1·9)	2·0 (2·0)	19·7 (14·5)	5·5 (5·1)	28	14·2 (9·4)
1967 1st quarter (3)	2·6 (2·6)	3·4 (1·7)	1·7 (1·0)	0·8 (0·5)	5·4 (2·9)	1·9 (0·9)	1·6 (1·6)	2·3 (1·3)	3·5 (2·2)	4·1 (4·1)	27·3 (18·7)	9·8 (8·9)	35	17·5 (9·8)
2nd quarter (3)	1·4 (1·4)	2·0 (1·2)	0·9 (0·6)	0·8 (0·4)	5·3 (2·9)	1·7 (0·9)	1·5 (1·5)	1·9 (1·1)	2·9 (2·0)	2·7 (2·7)	21·2 (14·7)	6·9 (6·5)	32	14·3 (8·3)
3rd quarter (3)	0·9 (0·9)	1·8 (1·0)	2·2 (1·4)	0·9 (0·5)	5·6 (3·0)	1·4 (0·9)	1·3 (1·3)	1·7 (1·0)	2·9 (2·3)	1·8 (1·8)	20·6 (14·1)	6·0 (5·5)	29	14·6 (8·6)
4th quarter (3)	2·6 (2·6)	1·5 (0·8)	1·6 (0·9)	1·1 (0·8)	4·3 (2·2)	1·2 (0·7)	1·3 (1·3)	1·3 (0·8)	2·0 (1·1)	1·5 (1·5)	18·3 (12·6)	6·2 (5·7)	34	12·0 (6·8)
1968 1st quarter (3)	2·6 (2·6)	2·0 (1·3)	1·8 (1·1)	1·6 (1·0)	4·1 (2·1)	1·4 (0·8)	1·7 (1·7)	1·8 (1·0	3·8 (2·6)	3·8 (3·8)	24·6 (18·0)	8·9 (8·4)	36	15·7 (9·6)
2nd quarter (3)	3·4 (3·4)	3·0 (1·9)	1·4 (0·8)	0·9 (0·5)	5·3 (3·0)	1·9 (1·3)	1·3 (1·3)	4·0 (2·0)	3·6 (2·5)	2·4 (2·4)	27·1 (19·1)	8·2 (7·9)	30	18·8 (11·3)
3rd quarter (3)	4·4 (4·4)	2·2 (1·3)	1·6 (1·0)	1·3 (0·7)	6·5 (3·2)	1·5 (0·9)	3·0 (3·0)	2·7 (1·7)	5·0 (3·3)	2·8 (2·8)	31·1 (22·3)	12·5 (11·8)	40	18·6 (10·5)
4th quarter (3) (4)	1·6 (1·6)	1·9 (1·1)	2·5 (1·4)	1·0 (0·6)	5·3 (2·5)	1·4 (0·8)	2·8 (2·8)	3·1 (1·9)	5·3 (3·5)	2·7 (2·7)	27·5 (19·0)	8·2 (7·7)	30	19·2 (11·2)

(1) The figures relate to schemes, mainly over 5,000 square feet, for both manufacturing and non-manufacturing industry approved during the periods stated.
(2) These regions take in the places designated as development areas under the Industrial Development Act, 1966; the aggregate figures for the Development Areas are shown separately.
(3) The area of industrial building has, since the introduction of the Industrial Development Act in August, 1966, been extended to include all ancillary space for storage, canteens, etc. The figures in brackets are estimates of the area which would have been approved on the old basis. In Scotland, Wales and the Northern Region the area approved was already for the broader coverage now used in the other regions; because of this lack of comparability the percentage share of Development Areas is not shown prior to the fourth quarter of 1966.
(4) Provisional. Figures for previous periods have been revised as necessary.

New companies registered

BELOW ARE DETAILS of new companies registered in Great Britain during December 1968, showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal Capital	Public Companies	Private Companies	Total
Under £1,000	—	1,223	1,223
£1,000 and under £10,000	—	448	448
£10,000 and under £50,000	—	82	82
£50,000 and under £100,000	—	14	14
£100,000 and under £1,000,000	—	6	6
£1,000,000 and above	—	1	1
Total number	—	1,774	1,774
Total amount of nominal capital	'000's —	'000's £6,178	'000's £6,178

Companies registered in Great Britain in 1967 and 1968

	1967 Number	1967 Nominal Capital £'000's	1968 Number	1968 Nominal capital £'000's
January	2,085	3,279	1,395	5,721
February	2,293	4,696	1,440	7,323
March	3,155	6,127	1,749	7,592
April	2,516	3,101	1,543	5,124
May	2,485	3,508	1,837	4,034
June	2,357	5,693	1,546	3,735
July	2,406	19,923	1,780	4,748
August	2,390	5,413	1,742	3,836
September	2,396	4,126	1,601	4,316
October	4,091	4,763	1,921	5,604
November	3,288	7,067	1,829	3,713
December	1,294	8,456	1,774	6,178
Total	30,756	76,152	20,157	61,924

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Index of Industrial Production for November

THE PROVISIONAL INDEX of production for November 1968, prepared by the Central Statistical Office, was 142 (seasonally adjusted). For manufacturing industry alone the figure was 145.

For the three months September to November 1968 it is provisionally estimated that production as a whole was 0.5 per cent higher than in the preceding three months, June to August 1968; for manufacturing industries alone there was an increase of 0.9 per cent.

The average index numbers for the latest three months and the previous three months shown at the foot of the table give a general guide to the changes which have taken place in the output of the major industry groups in recent months. Several of the figures here and elsewhere in the table have been revised as later information has become available.

Average 1958 = 100

	Total all industries	Mining and quarrying	Total manufacturing industries	Manufacturing industries										
				Food, drink and tobacco			Chemicals and allied industries			Engineering and allied industries				
				Total	Food	Drink and tobacco	Total	Coke ovens, oil refineries	General chemicals	Total	Engineering and electrical goods	Shipbuilding and marine engineering	Vehicles and aircraft	Metal goods n.e.s.
Weights	1,000	72	748	86	55	31	68	9	59	310	167	22	79	42
1962	115·1	95	115·3	112	110	116	129	120	131	115	123	87	112	101
1963	119·0	95	120·0	115	112	121	139	124	141	119	126	77	121	108
1964	128·2	95	129·5	118	112	129	152	135	154	128	137	75	126	121
1965	131·9	92	133·8	121	114	133	159	142	161	133	144	74	129	123
1966	133·4	86	135·6	124	117	137	165	149	167	136	152	74	131	115
1967	133·3	85	134·3	124	118	136	171	146	175	134	153	74	121	110
Unadjusted:														
1967 2nd quarter	136	90	138	127	118	142	175	149	179	138	156	74	133	110
3rd quarter	124	75	125	124	117	136	163	132	167	121	142	73	102	101
4th quarter	139	91	140	128	123	137	174	149	178	139	161	73	124	119
1968 1st quarter	141	84	142	122	119	127	181	143	187	141	159	72	131	125
2nd quarter	139	85	143	127	119	141	184	162	187	141	156	72	136	123
3rd quarter	131	73	134	124	118	134	178	160	181	130	148	71	119	110
1968 September	140	78	144	127	124	133	186	158	190	144	160	71	141	120
October (prov.)	145	84	150	134	127	145	189	162	193	145	163	70	141	124
November (prov.)	149	87	152	137	128	152	190	168	194	151	171	69	142	132
Seasonally adjusted:														
1967 2nd quarter	133	86	133	123	116	134	171	145	175	134	154	74	122	105
3rd quarter	133	85	133	126	119	138	169	137	174	132	152	74	117	110
4th quarter	135	85	137	125	120	135	175	147	180	135	154	72	123	117
1968 1st quarter	137	84	139	126	121	135	176	144	180	136	154	71	126	119
2nd quarter	138	82	140	124	118	134	181	158	185	138	157	72	127	120
3rd quarter	140	81	142	126	120	136	185	167	188	141	158	72	134	122
1968 June	139	81	142	125	118	138	180	169	181	141	161	71	129	122
July	140	81	141	123	118	134	184	166	187	139	158	72	128	123
August	141	83	143	128	122	138	188	173	191	142	160	72	134	126
September	139	80	142	126	121	136	183	161	187	141	158	72	139	116
October (prov.)	141	80	144	128	120	141	187	163	190	142	160	70	137	117
November (prov.)	142	81	145	129	120	143	188	166	192	145	162	69	142	125
June-August (av.)	140	81	142	126	119	137	184	169	186	141	159	72	130	124
September-November (av.) (prov.)	141	80	144	128	120	140	186	163	190	143	160	70	139	119

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Ministry of Commerce, Northern Ireland
Chichester House
64 Chichester Street
Belfast

	Manufacturing industries (continued)															
	Metal manufacture			Textiles, leather and clothing				Bricks, pottery, glass, etc.			Timber, furniture, etc.	Paper, printing and publishing	Other manufacturing industries	Construction	Gas, electricity and water
	Total	Ferrous	Non-ferrous	Total	Textiles	Leather, leather goods and fur	Clothing and footwear	Total	Bricks, cement, etc.	Pottery and glass					
Weights	68	55	13	92	58	4	30	28	17	11	20	55	22	126	54
1962	108	106	114	109	105	97	118	126	129	121	111	122	118	121	125
1963	113	111	119	112	110	99	120	130	131	127	113	128	126	121	133
1964	128	127	131	119	116	102	126	148	154	139	128	139	137	135	137
1965	134	134	133	121	118	103	129	151	158	139	127	142	144	138	145
1966	125	125	127	120	117	101	127	151	157	142	121	144	152	139	151
1967	118	117	121	116	114	89	122	155	165	140	124	145	155	145	156
Unadjusted:															
1967 2nd quarter	123	123	124	115	115	92	117	161	171	145	126	149	157	145	145
3rd quarter	106	105	111	109	104	81	121	153	165	133	126	134	144	148	121
4th quarter	120	119	127	122	124	91	123	159	168	143	132	152	168	148	177
1968 1st quarter	125	123	131	128	128	96	131	161	171	146	131	157	168	143	199
2nd quarter	128	127	131	124	129	94	119	166	177	149	130	157	170	150	146
3rd quarter	117	116	123	120	121	86	123	157	168	141	132	140	162	152	128
1968 September	131	129	141	132	132	96	137	162	178	138	140	145	180		135
October (prov.)	133	133	135	139	141	101	140	174	178	166	146	166			153
November (prov.)	136	133	144	141	146	104	136	173	177	166	131	161			190
Seasonally adjusted:															
1967 2nd quarter	118	118	120	114	113	90	119	156	164	143	122	142	151	143	158
3rd quarter	115	114	121	115	112	89	124	157	168	140	125	146	152	147	153
4th quarter	119	117	124	119	118	88	123	157	170	138	128	149	163	147	160
1968 1st quarter	121	120	125	124	125	91	126	161	173	144	139	151	167	146	168
2nd quarter	125	124	128	126	130	94	122	164	172	151	129	154	169	149	160
3rd quarter	128	126	135	127	130	94	126	161	171	147	131	153	170	151	163
1968 June	128	126	135	128	132	95	124	164	172	150	124	150	168		155
July	127	125	134	126	128	96	127	163	172	148	129	153	171		165
August	131	131	134	129	131	96	129	163	171	150	141	159	173		164
September	126	123	136	126	132	91	121	158	168	143	124	147	167		159
October (prov.)	128	126	133	127	130	96	124	165	172	155	135	155			158
November (prov.)	129	127	139	131	133	98	132	165	173	154	121	151			166
June-August (av.)	129	128	134	128	130	95	127	163	172	150	131	154			161
Sept.-Nov. (av.) (prov.)	127	125	136	128	132	95	126	163	171	151	127	151			161

Note

It will be noted that the October figures have been revised upwards by 2 points both for all industries and for manufacturing. Figures are normally devised only at the end of the quarter but on this occasion the size of the difference seems to justify an immediate revision. The reason for it is that when the October index was prepared, an unusually small number of returns was available in some of the industries, and these turned out to underestimate the figures for the industries as a whole.

Business Monitor

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Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for November 1968, prepared by the Ministry of Commerce, is 144 (1963=100). This is 1 point higher than for October 1968, and 4 points higher than for November 1967.

The index numbers for the main industrial groups with the increase or decrease on November 1967 shown in brackets are: textiles 163 (+10 points); clothing 132 (+12); engineering and metals 128 (−6); food, drink and tobacco 111 (+3); timber and furniture 140 (+7); mineral products 129 (+13); other manufacturing industries 192 (+13); gas, electricity and water 179 (+16).

Customs and Excise Annual Report

THE ANNUAL REPORT of the Commissioners of HM Customs and Excise for the financial year ended March 31, 1968, has been published and can be obtained from HMSO, 49 High Holborn, London, W.C.2, and branches, price 16s. 6d. (Cmnd. 3873).

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the four weeks ended December 28, 1968:

Distributors' earning submitted:

	£	£
High cost films	484,234	
Low cost films:		
Eligible (after multiplying by 2½)	39,060	
Not eligible for 2½ times rental	5,544	
		528,838
Films of less than 3,000 ft. (after multiplying by 2½)		52,866
		£581,704

Levy collections paid to Agency by HM Customs and Excise to January 6, 1969, together with an estimate of collections approximately covering entertainments for four weeks ended December 28, 1968 £276,300

The second interim allocation for the twelfth distribution period will be at the rate of 56 per cent.

DEA Progress Report for January

THE JANUARY issue of DEA Progress Report was published on January 23. The articles in the current issue include: Economic section; Agricultural expansion; Industrial input and output.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext,* 3038) *who compile the half-yearly index to the* Journal.

Orders, deliveries, production and exports in the engineering industries in November

THE MINISTRY of Technology reports that the provisional November figure of output in the mechanical and electrical engineering industries (Order VI of the Standard Industrial Classification, covered by Table 1) suggests a slight rise over the last two or three months (column 1). The longer period comparison shows that output has remained at roughly the same level over the past six months. Apart from the first quarter of the year, output has been at a higher level than in 1967 and should finish up about three per cent higher than in the previous year.

In the wider group of engineering industries including some vehicles in addition to mechanical and electrical engineering (covered by Tables 2 and 3) the preliminary seasonally adjusted figures show that the general picture of total deliveries over the year is much the same, with a low first quarter followed by a much higher level which has been more or less steadily maintained since. Home deliveries look like finishing the year 2 per cent above the 1967 level whilst exports will be up about 7 per cent.

Export net new orders have fallen away from the very high level of the third quarter but still remain more or less equal to or greater than deliveries, with a consequent slight increase in order books over recent months. The final figures for 1968 should show about a 9 per cent increase over 1967, although the difficulties of deflation of the value of export orders over this period suggest that this figure be treated with some caution.

Home net new orders show some encouraging signs of improvement over recent months with the level for the latest three months

Table 1. Engineering and electrical goods (SIC Order VI)
Index numbers of the volume of production orders on hand and exports

	Production seasonally adjusted			Orders on hand (end of period) (3) seasonally adjusted			
	Total	Mechanical engineering (1)	Electrical engineering (2)	Total	For home market	For export	Exports (4)
	1958 = 100			December 1958 (unadjusted) = 100			
1958	100	100	100	102	102	101	81
1959	105	103	110	103	103	103	82
1960	114	112	116	121	121	122	91
1961	121	122	120	124	123	127	100
1962	123	122	126	120	116	129	100
1963	126	122	134	141	139	143	106
1964	137	133	144	164	164	163	105
1965	144	142	148	166	165	168	111
1966	152	149	157	156	156	154	116
1967	153	150	160	146	139	167	113
1966 1st quarter	151	148	158	166	164	169	120
2nd quarter	150	146	157	162	162	163	113
3rd quarter	152	150	157	160	160	160	110
4th quarter	155	153	157	156	156	154	125
1967 1st quarter	153	149	159	151	151	153	123
2nd quarter	154	152	159	150	147	162	123
3rd quarter	152	149	159	148	143	165	103
4th quarter	154	149	162	146	139	167	102
1968 1st quarter	154	147	166	146	137	174	132
2nd quarter	157	150	171	141	132	170	128
3rd quarter	158	151	172	141	129	177	116
1967 July	154	150	160	150	146	161	
August	152	149	159	148	144	163	
September	151	147	158	148	143	165	
October	152	147	159	147	141	166	
November	153	149	162	146	140	166	
December	156	151	164	146	139	167	
1968 January	154	148	166	146	140	168	
February	154	147	165	146	139	168	
March	154	146	169	146	137	174	
April	155	147	167	146	137	174	
May	156	149	169	143	134	172	
June	161	152	175	141	132	170	
July	158	150	170	141	132	171	
August	160	152	173	142	131	175	
September	158	150	172	141	129	177	
October	160*	...	...	142*	131*	178*	
November	162*	...	...	143*	132*	179*	
Average:							
Latest 3 months shown	160	151	172				
Previous 3 months shown	159	150	171				
Percentage change (5)	Nil	+1	+1	+1	+1	+2	

*Provisional.
(1) Covers Minimum List Headings 331 to 352 of the Standard Industrial Classification, including scientific, surgical and photographic instruments, etc., and watches and clocks.
(2) Covers Minimum List Headings 361 to 369 of the Standard Industrial Classification.
(3) Index of the total value at constant (average 1958) prices of orders held in these industries.
(4) Quarterly index of the value at constant (average 1961) prices of exports included in Divisions 71, 72 and 86 of the Export List. The coverage is not identical with commodities produced in Order VI of the Standard Industrial Classification.
(5) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

7 per cent above the level in the preceding three months. After an unexciting first half some recovery seems to be under way in the second half of this year and home net new orders for 1968 will show a rise over the previous year for the first time since 1964. Although still below the level of six months ago, home order books have shown an upward turn over recent months.

The machine tool figures also show the same picture of a recovery in home orders. The level for 1968 will return to something similar to the 1966 level, constituting nearly a 20 per cent rise over the 1967 figure. Export net new orders have also recovered in recent months after a low second quarter and should finish up the year at around the 1967 level.

Description of the statistics

The volume indices of production and orders on hand in Table 1 relate to the engineering and electrical goods industries as defined in Order VI of the Standard Industrial Classification. The statistics of orders and deliveries in the engineering industries given in Tables 2 and 3 relate to the engineering and electrical goods industries defined in Order VI of the Standard Industrial Classification together with locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (parts of Order VIII of the Standard Industrial Classification).

To assist in the interpretation of trends in these industries the statistics are published in seasonally adjusted form. While the method adopted in adjusting for seasonal factors removes regularly recurring influences the seasonally adjusted series still reflects the effects of factors that do not recur regularly. Moreover, the seasonal pattern may be changing. The month to month variations are therefore kept under review and the seasonal adjustment factors are re-assessed each year as another 12 months' experience becomes available. Notwithstanding these difficulties the seasonally adjusted figures have shown themselves to be a valuable aid in interpreting trends in the complex engineering industries.

Care should be taken not to interpret changes between one month and another as necessarily indicating the underlying trend. The averages in the latest three months and in the previous three months give a more reliable guide to recent changes. The month to month fluctuations are particularly marked for the derived net order series, and in this case the figures shown against the months in Table 3 are three month centred moving averages of the seasonally adjusted figures, e.g. the figures shown against October are the averages of the seasonally adjusted figures for September, October and November.

Table 2. Engineering industries (Order VI and part Order VIII) (1) Unadjusted Index numbers of the volumes of orders and deliveries (1)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)	Orders on hand (end of period)	Net new orders (2)	Deliveries (2)
	Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100		Deliveries 1958 = 100	Average 1958 deliveries = 100	
1958	100	92	100	100	93	100	100	88	100
1959	101	105	104	101	106	105	102	103	102
1960	117	123	141	117	123	115	119	122	111
1961	120	123	122	117	123	123	126	122	118
1962	115	120	123	109	117	122	129	128	126
1063	135	139	126	131	137	123	144	143	134
1964	161	152	136	158	153	136	168	151	136
1965	163	145	143	161	145	143	172	146	142
1966	152	143	150	152	142	148	154	145	156
1967	141	144	151	134	141	152	162	155	150
1966 1st quarter	164	157	154	162	158	153	170	153	158
2nd quarter	161	138	147	161	142	146	163	129	148
3rd quarter	159	135	141	158	132	140	161	142	145
4th quarter	152	142	159	152	136	154	154	156	173
1967 1st quarter	149	144	152	149	142	149	151	150	158
2nd quarter	148	151	154	145	145	155	157	167	151
3rd quarter	146	137	141	141	134	143	163	148	135
4th quarter	141	146	159	134	143	161	162	153	154
1968 1st quarter	142	162	158	134	156	156	168	177	164
2nd quarter	138	146	157	129	144	156	164	152	160
3rd quarter	139	150	148	127	141	146	173	174	153
1967 July	147	141	146	144	145	149	156	129	137
August	147	122	123	143	112	123	160	152	123
September	146	149	153	141	145	156	163	162	146
October	145	140	148	139	142	155	164	137	126
November	144	145	156	137	145	160	164	147	146
December	141	152	173	134	143	167	162	176	191
1968 January	142	152	142	135	153	143	163	147	140
February	143	159	156	136	157	153	163	162	166
March	142	175	176	134	159	173	168	221	185
April	142	144	147	134	145	144	166	143	155
May	140	147	160	132	140	160	167	168	162
June	138	146	164	129	146	164	164	146	163
July	138	154	151	130	155	152	165	152	146
August	139	140	134	129	125	131	171	185	141
September	139	155	158	127	144	154	173	185	171
October*	140	170	159	129	167	159	176	179	158
November*	140	165	166	128	165	166	176	168	168

(*Table 3 on next page*)

*Provisional.
1) See footnotes (1) and (2) to Table 3.
2) Adjusted to allow for differences in the length of calendar months, but not for regularly recurring seasonal movements.

Table 3. Engineering industries (Order VI and part Order VIII) (1) Seasonally adjusted Index numbers of the volume of orders and deliveries (2)

	Total			Home			Export		
	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries	Orders on hand (end of period)	Net new orders (3)	Deliveries
	December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100		December 1958 (unadjusted) = 100	Average 1958 deliveries = 100	
1958	102	92	100	102	93	100	100	88	100
1959	103	105	104	103	106	105	120	103	102
1960	120	123	114	120	123	115	119	122	111
1961	122	123	122	120	123	123	126	122	118
1962	117	120	123	112	117	122	128	128	126
1963	136	139	126	134	137	123	143	143	134
1964	162	152	136	161	153	136	166	151	136
1965	165	145	143	163	145	143	171	146	142
1966	154	143	150	154	142	148	154	145	156
1967	143	144	151	137	141	152	162	155	150
1966 1st quarter	164	145	148	162	144	147	170	149	150
2nd quarter	161	140	149	160	142	147	164	136	152
3rd quarter	158	144	152	158	143	150	161	148	157
4th quarter	154	141	153	154	139	149	154	147	164
1967 1st quarter	149	138	151	148	134	149	151	149	156
2nd quarter	148	147	151	144	141	151	158	167	150
3rd quarter	146	146	151	140	143	153	162	162	146
4th quarter	143	146	153	137	146	155	162	146	146
1968 1st quarter	142	151	152	134	144	151	168	170	156
2nd quarter	138	148	159	129	144	157	165	158	165
3rd quarter	138	158	159	127	149	157	173	183	165
1967 July	147	145	152	143	140	154	158	158	147
August	146	146	149	141	143	151	161	156	144
September	146	143	151	140	141	153	162	147	147
October	145	143	145	139	144	152	162	140	123
November	144	146	150	138	146	154	162	146	139
December	143	150	162	137	149	158	162	152	177
1968 January	143	151	146	137	149	148	162	158	142
February	143	151	153	136	144	152	162	170	156
March	142	153	157	134	145	153	168	174	168
April	142	149	157	134	140	155	167	175	163
May	140	148	155	131	144	143	167	158	160
June	138	150	165	129	145	163	165	164	170
July	138	156	157	129	150	157	168	174	156
August	139	158	155	128	149	154	172	183	158
September	138	161	164	127	154	158	173	181	181
October*	140	163	155	128	161	156	174	170	155
November*	140	..	160	129	..	160	174	..	159
Average:									
Latest 3 months	140	163	160	129	161	158	174	170	165
Previous 3 months	139	156	159	128	150	158	172	174	161
Percentage change (4)	+1	+5	Nil	+1	+7	Nil	+1	−2	+2

*Provisional.
(1) Engineering and electrical goods (S.I.C. Order VI), locomotives and railway track equipment, railway carriages and wagons, heavy commercial vehicles and wheeled tractors (Part S.I.C. Order VII).
(2) At constant (average 1958) prices.
(3) The figures shown against the months are three month centred moving averages.
(4) In the case of orders on hand the percentage changes compare the level at the end of the latest month shown with the corresponding level three months earlier.

COLOUR BLOCKS FOR 'JOURNAL' FRONT COVER

Colour cover blocks: *Now that the* Journal *is using four-colour illustrations each week on the cover, the Editor will be pleased to consider prints of suitable export pictures for which letter-press blocks are available. Colour transparencies from which the submitting firm intend to have blocks made for their own publicity purposes will also be considered,*

Black and white prints: *These should be 'action' photographs showing United Kingdom goods being inspected by overseas buyers or in process of being packed or shipped for export or being unloaded, installed or in use at the overseas destination. Photographs of United Kingdom businessmen in discussion with overseas buyers and of visitors at exhibition stands overseas are also acceptable.*

EXPORT INTELLIGENCE BRIEFING No. 1 — *Opportunity Germany*

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HOT PROSPECTS

This list of goods offering the greatest potential was prepared by British commercial officers in Germany at a special Opportunity Germany conference. Apart from these, there is a continuing demand for a wide range of other consumer and capital goods. Call Export Intelligence for details.

Toys

One of our strong export sales. German parents particularly appreciate the play value, safety, ingenuity and standard of finish of British toys. Note the importance of good-quality *packaging*, too.

Carpets

40% of the carpet laid on West German floors last year was imported. Yet the U.K. share of that 40% was a mere 3%. Imports are mainly of woven and knotted carpets; Axminster is popular. You need good local representation to satisfy both the increasing number of outlets (department stores are now in carpets in a big way) and local variations in taste.

China and earthenware

Don't overlook Bavaria and Baden-Württemberg in the south: an area which has not been exploited as fully as others in West Germany. Favoured are the more robust, traditional shapes and patterns in British pottery and earthenware. Flower designs (possibly Art Nouveau) increasingly popular.

Furnishing fabrics

Britain's share-by-value of German furnishing fabric imports was 0.8% in 1967. But there are good prospects for high-quality fabrics: prints, velvets and brocades for curtains; moquettes and figured velvets for upholstery.

Ready-to-wear clothing

We had 2% of the German import market for clothes in 1967. A tough market but there is room for expansion. In *ladies' wear* there is a steady demand for good-quality classic styles and good potential for modern clothes for the younger woman. In *menswear*, good-quality "Chelsea" styles will do better than "Carnaby Street mod". Accessories are important, too.

Reproduction and fully upholstered furniture

Germany's annual per capita expenditure on furniture is over 4 times greater than Britain's, and is the highest in Europe. Demand for reproduction furniture continues to grow and British *good-quality* reproduction wood and fully upholstered furniture enjoy a high reputation.

Hand tools

Germany is a giant consumer of hand tools (including do-it-yourself and gardening tools). Our share of this market has been growing lately and there are bright prospects for tools that either fill a gap in the indigenous German production, or are cheaper than the German equivalent. And we have a wide range of do-it-yourself *materials* to offer.

Caravans

A U.K. winner: we lead exporters of caravans to Germany with a 48% share of imports. Current sales trend is towards the *middle-sized* range of caravans (the medium 4/6 berth type has over half the total market), though there is also a continuing demand for smaller types.

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Timpo Toys are successful manufacturers of model toys. Over two thirds of their production is exported. In 1964 their order books were growing but they were having to make do with four cramped factories spread around London.

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Today there are even better opportunities in Development Areas (Scotland, Wales, the North, Merseyside and the South-West). Grants can cover 25% of building costs for a new factory (in some cases 35%). There are investment grants of 40% for new manufacturing plant and machinery. Employment Premiums are £97.10s. p.a. for every man on the payroll. And there's an extra £10 per week for every additional man undergoing approved training.

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Aircraft noise at Heathrow and Gatwick airports–London

Third quarter – 1968

HEATHROW AIRPORT

MONITORING OF THE NOISE of departing jet aircraft and the height of all types of arriving aircraft continued during the third quarter of 1968. The results are set out below together with comparable figures for the same period in the previous four years.

Departing Aircraft

Jet aircraft day departures monitored:	21,071 (91.4 per cent of total)
Percentage exceeding the permitted noise level of 110 PNdBs:	0.1 per cent
Jet aircraft night departures monitored:	1,266 (94.2 per cent of total)
Percentage exceeding the permitted noise level of 102 PNdBs:	0.5 per cent

The results for similar quarters in the previous four years are as follows:

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
Third quarter:				
1964	10,802	0·5	1,635	0·9
1965	10,014	1·1	1,528	2·0
1966	14,776	0·7	1,410	2·1
1967	17,573	0·1	1,337	0·3
1968	21,071	0·1	1,266	0·5

This year's results remain the trend set in 1967 towards a markedly lower infringement rate for this quarter which is the busiest of the year. The number of jet movements monitored in the third quarter of 1968 were double those of this similar quarter of 1965.

Arriving Aircraft

During the quarter 1,322 aircraft were monitored by radar during their approach to the runway to check compliance with the correct approach angle of 3 degress; 0.4 per cent infringed the approach path all at single points but there were virtually no serious infringements. Comparable figures for the four previous years are as follows:

Year	Approaching Aircraft Monitored	Percentage Infringements
Third quarter:		
1964	1,055	0·4
1965	1,863	0·4
1966	1,403	0·8
1967	1,601	0·1
1968	1,322	0·4

GATWICK AIRPORT

Monitoring of the noise of departing jet aircraft commenced at Gatwick on July 15, the noise limits at the monitoring sites being similar to those at Heathrow, i.e. 110 PNdBs by day and 102 PNdBs by night. The results obtained in the 11 week period until September 30, during which 82.8 per cent of the relevant day departures and 78 per cent of the relevant night departures were monitored, are as follows:

Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
3,195	3·4	598	2·3

Although showing an infringement rate higher than that currently registered at Heathrow, the results in this initial quarter of monitoring are considered satisfactory, especially when compared with the initial quarter's monitoring at Heathrow in 1961 when the infringement rates were 17.5 per cent by day and 39 per cent by night.

At present the Gatwick jet movement rate is about 20 per cent of that at Heathrow.

As there is no suitable equipment currently installed at Gatwick it is not possible to monitor the height of arriving aircraft at present. It is hoped that equipment will be installed before the summer.

Note:

Variations in the level of infringements are not a guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were in fact noisier or quieter than in previous years.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966, during the week ended Friday, January 24, 1969.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Look at Life Series 39:					
Their Lifeline – The Nile	Br/E 33755	10	January 20	Rank Film Distributorss Ltd.	Rank Film Distributors Ltd.
Southern Miracle	Br/E 33756	9	January 20	" "	" "
Model Girl	Br/E 33757	9	January 20	" "	" "
Glorious Uniform	Br/E 33758	26	January 20	Twentieth Century-Fox Film Co. Ltd.	Robert Irvine Productions Ltd.
(a) Strange Tales / (b) The Story of Port Quin	Br/E 33759	11	January 21	New Realm Pictures Ltd.	John Dooley.
The Lion in Winter	Br/E 33760	134	January 20	Avco Embassy Pictures (U.K.) Ltd.	Haworth Produtions Ltd.
Submarine X-1	Br/E 33761	89	January 21	United Artists Corp. Ltd.	Mirisch Films Ltd.
The Blood of Fu Manchu	Br/E 33766	61	January 23	Warner-Pathe Distributors Ltd.	Udastex Films Ltd.
Pathe News 69-7	Br/E 33828	7	January 24	" "	Associated British-Pathe Ltd.
Pathe News 69-8	Br/E 33829	7	January 24	" "	" "
Movietone News 2067A	Br/E 33775	8	January 24	Twentieth Century Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2068	Br/E 33776	8	January 24	" "	" "
FOREIGN					
Rosemary's Baby	F 33752	136	January 20	Paramount Pictures (U.K.) Ltd.	William Castle Enterprises Inc.
Die Slowly, You'll Enjoy it More	F 33753	102	January 20	D.U.K. Films Ltd.	Parnass Film, Munich, Discobolo Film, Rome and Teide Film, Barcelona.
Boom	F 33754	113	January 20	Rank Film Distributors Ltd.	Universal International Films Inc.
The Road to Corinth	F 33762	85	January 22	Border Film Productions (London) Ltd.	Les Films La Boetie, Paris and Compagnia Generale, Finanziara, Cinematografica, Rome.
(a) Price of Silence / (b) The Tragedy of Silence	F 33763	87	January 22	Ranworth Film Services Ltd.	U.F.A. International, Munich.
Intimate Report	F 33764	72	January 22	" "	Ingo-Hermes Film, Munich.
The Stalking Moon	F 33765	109	January 23	Warner-Pathe Distributors Ltd.	The Stalking Moon Co..

AMENDMENTS TO THE REGISTER:

The particulars of the film 'Ali Baba and the Forty Thieves' (F 7102) registered on March 13, 1944, have been amended to provide alternative playing times as follows (a) 87 minutes; (b) 69 minutes.

The particulars of the film 'The Cimarron Kid' (F 17811) registered on May 6, 1953, have been amended to provide alternative playing times as follows: (a) 83 minutes; (b) 70 minutes.

The particulars of the film 'City Beneath the Sea' (F 17707) registered on April 1, 1953, have been amended to provide alternative playing times as follows: (a) 86 minutes; (b) 69 minuces.

The particulars of the film 'The Prince Who Was a Thief' (F 15446) registered on July 18, 1951, have been amended to provide alternative playing times as follows: (a) 88 minutes; (b) 69 minutes.

Shipping movement at United Kingdom ports

Foreign and coasting trade movements during October 1968

THE TOTAL NET TONNAGE of vessels in the foreign trade which entered and cleared United Kingdom ports with cargo during October 1968, amounted to 15,990 thousand n.r.t.; an increase of 11.5 per cent over the corresponding months of 1967. Commonwealth vessels accounted for 7,061 thousand n.r.t.

During the first 10 months of 1968, the volume of cargo entering and clearing United Kingdom ports amounted to 160,099 thousand n.r.t.; an increase of 4.3 per cent over the corresponding period of 1967. Commonwealth vessels accounted for 43.7 per cent of the total.

In the coasting trade the total net tonnage of vessels arriving and departing with cargo increased by 14.9 per cent during October 1968, and 1.4 per cent over the 10 months period when compared with 1967.

Readers are reminded that during the whole of October 1967, the docks at Liverpool and London were virtually at a standstill due to strikes at these ports.

NOTE: NET REGISTERED TONS (N.R.T.)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

DEFINITIONS:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has onboard cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having onboard cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast include foreign trade vessels which, having completed the discharge or cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie, or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each subsequent port of call.

Table 1. Shipping movement in the foreign trade at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of October, 1967	5,970	9,857	3,763	158	5,936	4,092	4,479	2,299	89	2,091
" Month of October, 1968	6,334	10,182	3,863	266	6,053	4,937	5,808	2,753	179	2,876
" Ten months ended October, 1967	60,422	99,966	39,080	2,053	58,833	45,992	53,497	26,242	1,397	25,858
" Ten months ended October, 1968	63,422	103,173	38,822	2,536	61,815	48,842	56,926	26,995	1,582	28,349
In ballast: Month of October, 1967	1,131	1,926	868	75	982	2,817	6,650	2,101	132	4,417
" Month of October, 1968	1,288	2,068	881	55	1,132	2,868	6,458	2,131	122	4,205
" Ten months ended October, 1967	15,273	22,560	10,357	429	11,774	29,756	68,684	23,049	1,050	44,585
" Ten months ended October, 1968	14,999	22,806	9,675	618	12,513	30,441	69,574	21,910	1,370	46,294

(1) Includes Irish Republic and South Africa.

(*Continued on page* 291)

Robert Hough

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The challenge of the Australian and New Zealand markets

By P. F. D. Tennant, CMG, OBE, Director General, British National Export Council

A RECENT SIX WEEKS' TOUR of New Zealand and Australia has left me with a vivid impression of changes in the economic scene since my last visits some six and four years ago respectively. These are no longer – if they ever really were – 'semi-captive' markets. Those who treat them as such will fail. While the tradition of bilateral trading – of swapping primaries for British manufactured goods – is still alive, much of the swapping is now done with other trading partners. Although there is continuing goodwill and real understanding of Britain's problems, both countries are taking out insurance policies against a diminishing British stake in their affairs by a diversification of their trade. Both are shopping around for the best sources of supply, and the best markets for their own products. They are well informed and British exporters now face stiff competition. The United States and Japan in particular are well established in both markets with everything from heavy plant to consumer goods. Just because our competitors do not have our advantages, pricing is keen, deliveries are quick and on time, technical literature is good, the market is wooed; so this is expected of us as well.

The hard sell

Equally important therefore in both New Zealand and Australia is to be 'market' and not 'product'-orientated; to make use of the most up-to-date marketing techniques; to take nothing any longer for granted; and to produce and design those goods and services these markets need, not just to offer for sale what you happen to make. Modern marketing technique calls increasingly for thorough personal visits, at the highest level. Nowhere is this more important than in these, our two most distant markets. It is pointless to undertake such long journeys for just a fleeting call. It is imprudent to let years go by without having a new look at local representation of British firms. Recent mergers in this country need to be reflected rapidly on the spot if we are to gain business and not confuse customers as a result.

MESSAGE FROM LORD BROWN, MINISTER OF STATE, BOARD OF TRADE

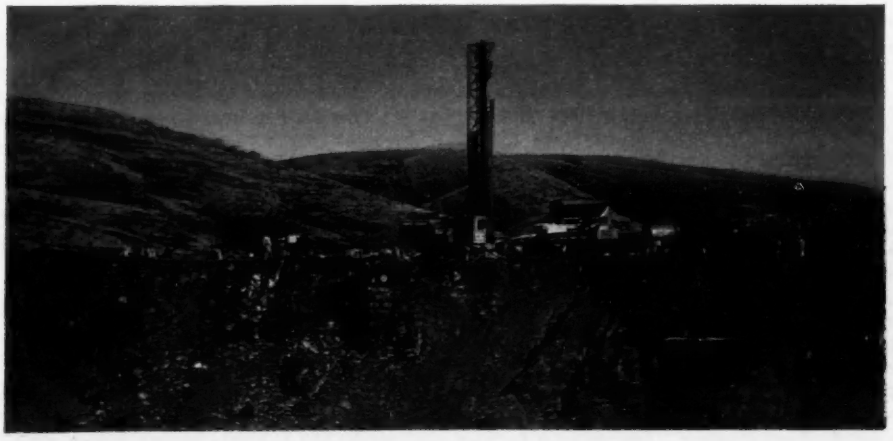
My visits to Australia and New Zealand have re-inforced my view that these are important markets which exporters should strenuously cultivate. Australia is our second most valuable market, but, with her mineral and other developments, we ought to do still better. New Zealand is a smaller market, but her consumption per head is high and the removal in due course of import licensing restrictions presents a challenge which we must be ready to meet.

I hope that this supplement will be widely read and acted upon.

Changes in New Zealand

Two weeks of my visit were spent in New Zealand. That country is emerging from the bad times she has recently experienced and is a growing market with increasing opportunities in power supply, transport, both public and private, in containerization and mechanical handling, computers, automation and productive plant generally. There is money in this, particularly if we can show we have grasped New Zealand's requirements promptly: thus there is increasing room for British consultancy firms out there and for inviting New Zealanders to the United Kingdom to see what we can offer.

(Continued on next page)



Iron ore mining at Mt. Tom Price, Western Australia (left). Experts examine a piece of rock at a nickel mine at Kambalda, also in Western Australia (right).

THE CHALLENGE OF THE AUSTRALIAN/NEW ZEALAND MARKETS, *continued*

But the outstanding economic fact in New Zealand is the planned gradual switch from import licences to tariffs. It is expected that the existing list of exemptions from import control plus those due to be introduced during 1969 will amount together to about 50 per cent by value of all private imports. British industrialists should lose no time in considering the implications. The disappearance of quotas, whether or not replaced by tariffs, means the chance to break into a market for the first time or to expand trade if you're already there: but it is no time for traditionalists. And if tariffs appear in their place, then someone has to be thinking about pricing policies. Or maybe the application for tariff protection should be challenged. The chance to do so will be fully advertised in the *Board of Trade Journal* as and when the occasion arises, together with advice about how to set about it. So concerns with a stake in the New Zealand market should watch out for these announcements.

Australia—a demanding market

In Australia the Menzies era is over, new men are making policy in Canberra, old faces are or will be disappearing from the scene. The new mineral finds and gas and oil strikes are changing the pattern of the economy internally and internationally. Diversification of trading links, set off by the abolition of quotas in 1960, was strengthened by our application to join the Common Market. The United States, the major defence ally, is now Australia's major supplier and any relaxation of restriction on American investment overseas would mean an extra upsurge of interest in Australia. Meanwhile, Japan is an increasingly competitive supplier and her willingness to enter long term contracts for iron ore and her position as a strong buyer of Australian agricultural produce, particularly wool, naturally strengthens her links with Australia.

Yet Australia, with a population of only 12 million, is still Britain's second most valuable single export market – after the United States. Sydney and Melbourne both have populations of well over 2 million and are as big as any city in Britian, apart from London. Our sales of consumer goods are worth £60 million a year and there is much more consumer goods business available: the average income per head in Australia is higher than in most countries in Europe and though Australians are 'choosey' they will pay high prices where necessary for imported goods of quality, style or design that are not available from Australian factories. The British exporter still has a flying start over foreign competitors: the advantages of such things as a common heritage, a common language and familiar legal, commercial and social institutions and customs. But we cannot presume on these and they can easily be lost by any exporter who thinks of Australians as semi-captive customers. Australia likes to buy British but the prosperous Australian is demanding and discriminating, as the United States, Japan, Germany, France and other industrial nations have already discovered and are exploiting to their advantage.

Eighty per cent of our exports to Australia lies in the area of capital goods and as yet we have not matched up to the opportunities in the expanding field of opencast mining supplies, with the housing and community development and all the mammoth mechanical handling equipment that go with it, including deep-water loading berths for bulk carriers of 100,000 tons and over.

The greatest opportunities lie in equipment for the new primary industries and in sophisticated plant for Australia's secondary industries which are being given strong hints that they must become more competitive and count with less confidence on tariff and bye-law protection. Power, and in the not too distant future nuclear power, offers us growing opportunities, as do transport and telecommunications, desalination and water treatment, numerically controlled machine tools, computerization, automation and mechanical handling of all kinds. These are opportunities, if taken at the earliest stage, for consultancy and design engineering with a view to participation in construction and joint investment with Australian partners in primary and secondary industry. The United Kingdom's large investment stake in Australia is still an important factor and represents half the total investment from overseas since the last war. It was represented to me that it is vital that so soon as our balance of payments position improves, the present restrictions on direct investment should be relaxed.

But to sum up, the message to all exporters to these markets is to sharpen their pencils and compete keenly with the most modern marketing techniques and not to rely on sentiment or Commonwealth preference to do the job for them.

How to back up your agent

WE ASKED a New Zealand importer and factory representative who is responsible for marketing the products of over 30 well-known British manufacturers to state concisely what a United Kingdom principal must do to back up his agent in New Zealand. His reply, printed below, reasserts some golden rules which also apply, for the most part, to exporters to Australia and other markets – especially those a long distance from Britain.

We have added in italics some comments by the Export Services Branch of the Board of Trade.

When I have one order, how do I make sure that my agent gets another?

1. **By prompt delivery of goods and fulfilment of delivery dates.** *If things go wrong it is not good enough to sit back and wait for the customer to complain. Let him know the bad news at the earliest moment and what you are doing to rectify the matter.*

2. **By shipping complete orders without deletions of some items.**

3. By proper packing and casing for safety; by careful checking and examination of all goods before they leave the factory. They go on a long journey, taking considerable time. **There is nothing more infuriating to the importer than to receive goods wrongly or badly packed.** The goods go on a long journey to New Zealand. For cases to open up in perfect order is excellent publicity for you. For them to be otherwise is to cause untold exasperation, disappointment and often loss of further business. *If you do not know what special packing is necessary for transporting goods over long distances there are plenty of specialists who can advise.*

4. By completing export documents fully and accurately. By dispatching them to the importer without delay and **in time for the necessary documentation here before the goods can be cleared from the vessel.** It is imperative that invoices bearing Customs Declaration on back, be signed and witnessed, and the correct home consumption value filled in on the face of the invoice, as well as the prices at which the goods are charged. If a shipper is used the exporter should always know the name and address of the customer as well as the Port Mark, and these items should be typed on the invoices. Copies of these should be sent to your factory representative, if you wisely have one in New Zealand. *Documents sent to New Zealand should always be air-mailed; the use of sea-mail for correspondence shows an out-of-date attitude to exporting and possibly a lack of practical appreciation of the New Zealand market.*

How do I help my agent cultivate a market?

5. A member or members of the exporter's staff should be made **responsible for particular territories, and they should acquaint themselves with the various peculiarities of the market concerned** and the necessary formalities which are required to ship the goods to the country without trouble or query from the Customs Department.

ESB can always advise on the 'peculiarities' of markets and their special requirements.

6. Samples should be supplied with advice as to whether they are British or not; these should not be sent by cargo steamer if they can be conveniently airmailed or posted. A declared invoice should be placed with all packages of samples sent and a duplicate declared invoice should be posted at the same time. Samples would usually be invoiced on a free-of-charge basis inclusive of freight or postal charges.

Documentation on commercial samples must be right, especially if a refund on any import duty paid is to be obtained on re-exportation.

7. Price lists and quotations should be carefully checked before dispatch, and where there are printed catalogues and price lists an ample supply of the current publicity matter should be dispatched at the earliest. **All too often are these useful aids to selling sent to the New Zealand importer when they are out of date.**

When did you last see your agent?

8. The establishment of personal relations between principal and agent (and of course New Zealand customers) undoubtedly has its reward. **In selling** certain goods, especially **engineering products, it is essential** that the personnel chosen to visit should have solid knowledge of the products being offered and be prepared to examine the market with an open mind.

Good relations between principal and agent are vital, and there are many ways in which to achieve this – including inviting the agent to the exporter's factory when the former visits the United Kingdom.

9. Where import licensing exists in such a complicated manner as in New Zealand, factory executives should be patient with the importers or representatives who frequently spend considerable time and expense in obtaining import allocations, often under very difficult circumstances. When import licences or allocations have been secured, then it is vital that the goods ordered be dispatched within the time expiry limit of the permits concerned and accuracy of forecast of delivery becomes a very important phase of the operation.

ESB can always advise on the day-to-day position regarding import licensing, import duties and exchange control.

10. Although a small market, New Zealand is a rewarding one for those whose goods can be imported, as the credit risk is at a minimum and the purchasing power of the people very high. Inroads of competition from such countries as Japan and Australia make a great challenge for the British factories to support their importing friends and representatives.

Final comment

The 'Hints to Business Men' booklet for New Zealand, which can be obtained from the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7081), free of charge, contains a great deal of detailed advice on documentation, samples, marking of goods, advertising, agency and distribution arrangements, etc. The Export Services Branch can help exporters to find suitable agents and can supply or obtain up-to-date market intelligence.

This association went to market

By D. J. Stitt, Director, The Hydraulic Association of Great Britain

THE HYDRAULIC Association of Great Britain recently sponsored an extensive hard-selling mission of heavy capital equipment to Australia and New Zealand. The mission spent just over four weeks in Australia and a fortnight in New Zealand. In Australia the mission operated from Perth, Adelaide, Sydney and Melbourne; and in New Zealand from Wellington, Christchurch and Auckland.

Preliminary planning

The detailed planning spread over nine months prior to departure from London. Initially Member Companies supplied the Association with information in regard to the particular industries and companies in Australia and New Zealand in which they were interested. Fortunately, all the members had established agents in both countries. In cases where companies have no established agents the British High Commission are able to provide lists of suitable concerns and render assistance in arranging interviews, etc.

During the early planning stages the help and advice given by the British National Export Council and the Board of Trade was extremely useful. Detailed briefings given to mission members just prior to their departure were informative and valuable.

Reconnaissance

In the autumn of 1967 the Association had mounted a similar sales mission to Sweden and as a preliminary to that the Secretary to the mission had carried out a reconnaissance visit. *These early personal contacts proved to be time-saving and helpful to the running of the mission itself.* It was therefore decided that a similar reconnaissance should be undertaken again. This enabled the British High Commission authorities throughout Australia and New Zealand to be fully informed in regard to the products of the member companies and the industries with which the mission would be concerned.

It was also of primary importance *to interview each of the members' agents and impress on them that the success of the mission virtually depended on their full co-operation.* Initially they were asked to provide their principals with an outline working itinerary, to make all internal travelling arrangements for them, and to submit suggested lists of senior and key personnel from local industry whom they felt should be invited to official receptions to be held in each of the main centres in conjunction with the High Commission offices.

The preliminary reconnaissance had made it possible to select the most suitable hotels, to make the necessary reservations and to discuss with the managements any special requirements.

Publicity

It should be appreciated that thought about suitable *advance publicity for missions of this nature is essential.* The High Commission offices through the Central Office of Information were provided with publicity material together with short biographical notes on and photographs of each mission member. This was released to the technical and national press. Some of the member companies provided technical films illustrating their products. These were shown to selected groups of people prior to the mission's arrival. This form of publicity proved to be particularly valuable and created tremendous interest. The films were shown in Sydney, Melbourne and Auckland.

Mission brochures were also distributed widely through the High Commission offices to all industrial concerns likely to be visited during the tours. It should be appreciated, however, that these can only be effective provided *they are distributed at least two weeks prior to the mission's arrival.*

(Continued on next page)

THIS ASSOCIATION WENT TO MARKET, *continued*

(Left) A docks scene in Wellington, New Zealand, and (right) a factory tanker takes on milk at a dairy farm near Inglewood.

The mission on the move and in action

The journey to Australia by air is long and exhausting. BNEC reimburse missions to the Far East up to 75 per cent of only the economy class fares. Due to the lengthy flight and the rigorous programme ahead it was felt by member companies that their representatives should in fact travel first class and make a night's stopover in Singapore. This proved to be very wise for members were able to commence work fully alert on the Monday morning after arrival in Perth.

It was decided to employ on an exclusive basis only one of the Australian domestic airlines thus obtaining the benefit of their courtesy group transport facilities from airport to hotels and vice versa, for the mission travelled as a complete unit not only out to Australia and New Zealand but internally from city to city. All reservations also were made direct with the airlines concerned and as a result of this early planning no difficulties whatsoever were encountered during the operation of the mission.

The decision to commence the tour in Western Australia gave members an opportunity to absorb some of the Australian scene in an area where heavy industry is still relatively sparse, thus preparing themselves for the increasingly hectic days to follow in the more industrialized States.

The basic planning of the mission was designed to enable all members to spend the maximum time visiting potential customers. The only requirements were that they should attend short briefings by the High Commission staff on arrival in each centre and act as hosts at the official receptions which were held on the first evening after the mission's arrival in each centre to enable early contact on an informal basis to be made with the industrialists and others whom members wished to meet. (An essential requirement at these functions, however, is to ensure that everyone, including mission members, is provided with a lapel name badge!). All protocol engagements and press interviews were undertaken by the leader and secretary. In order to ensure adequate periods of relaxation no commitments were planned for weekends and all members were relieved of the necessity of having to attend to any details concerning accommodation and travelling arrangements, etc.

It cannot be stressed too strongly that on long and arduous missions of this nature it is essential that a good team spirit prevails for there is to an extent competition between members. An important feature in maintaining good relationships was the provision of a communal meeting room in each hotel where members were able to relax privately, during the evenings and at other times, and could discuss amongst themselves matters of mutual interest. This also overcame the difficulties which can arise when the only general meeting place is the hotel lounge or bar.

The foregoing will give some indication as to how this particular mission was planned and organized overall; but, of course, all the members were engaged in the same field of equipment and already had established agents to assist in programming their personal working itineraries.

The competent and willing assistance given by all the High Commission posts' personnel in Australia and New Zealand contributed largely to the smooth working organization and success of the mission.

Follow-up

The mission in due course will be reporting officially on the successful outcome of their tour. It should be emphasized, however, that *the maximum value from trade missions can be obtained only by prompt and active follow-up by the companies concerned.* Orders for capital equipment perforce can take a long time to mature but all members are agreed that within nine to 12 months either another mission should be mounted or at least individual companies should ensure that return visits are made. In the meantime *close communication with and support of agents is of paramount importance, and the use of the relatively cheap telephone and telex facilities should not be overlooked.*

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Containers offer quicker turn-round in trade with Australia

THE THROUGH TRANSPORT SYSTEM, which two British companies have developed for the trade between the United Kingdom and Australia, is probably one of the most sophisticated in the world. From the start Overseas Containers Limited and Associated Container Transportation have set out to organize the total through carriage of goods, taking in movement by land and sea. Much interest has, rightly, been concentrated on the large cellular containerships that they have planned for the sea leg of the journey, but the companies themselves will probably now admit that it is the organization of inland movement on both sides of the ocean that has presented the most intractable problems and the biggest challenge.

Once-weekly sailings

Overseas Containers Limited are providing six ships, and ACT are providing three, one of which is to be run by Australian interests following a recent announcement by the Australian Government. Together this fleet of nine ships will provide a once-weekly sailing in either direction and will be able to carry between the two countries all goods which can be carried in containers. Trade suitable for containerization has been estimated at 80 per cent of the total. The investment this new transport system represents amounts to approximately £75 million, of which the ships cost about £40 million.

The two companies have entirely separate identities, but obviously it makes commercial and economic sense to run their two fleets to a combined timetable. This in turn calls for a degree of co-ordination of their land operations and commercial practices. The following short description of the transport system therefore applies generally to both companies.

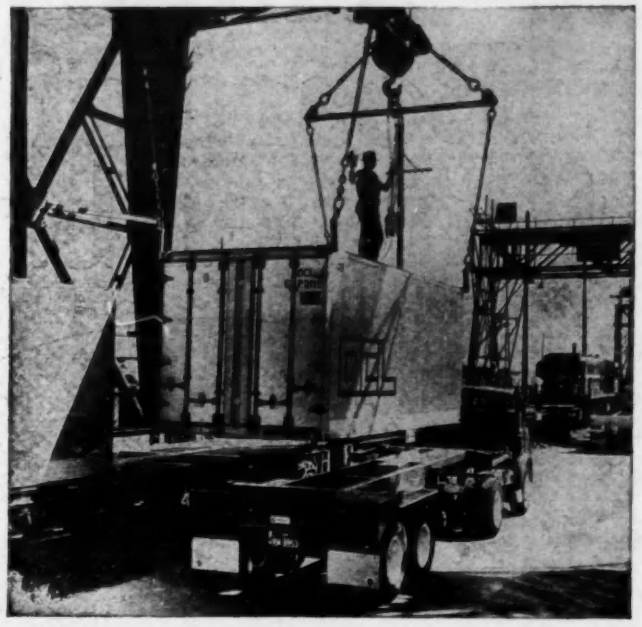
Minimum handling

The main aim of this system is to make it possible for goods to be moved directly from point of origin to point of final destination in a form which enables them to be easily handled at interchange points. The method chosen is the 20ft. International Standards Organization (ISO) cargo container.

Packing goods into these big boxes – and packing can and has taken place directly from production lines – has a number of inherent advantages. The general cargo container provides approximately 1,090 cu. ft. of cargo space, and this amount of cargo, which requires much less individual packaging and dunnaging, can then be moved in one single, easily identified lump until it reaches the end of its journey. Apart from a Customs examination, where necessary, the lump remains undisturbed, more secure from pilferage and damage by handling or weather, until it is delivered at the other end.

Group use of containers

It is, however, not always possible for traders either in the United Kingdom or Australia conveniently to assemble a full container load of their own goods. This involves a through transport company in the function of groupage of less than container load consignments into full container loads. Both OCL and ACT have accepted this function as an integral part of their service. They have not, however, sought the exclusive right to group the cargoes they carry and their commercial arrangements make it possible for existing groupage organizations to make use of the transport system. Groupage, and its consequent task at the other end of unpacking and distributing the goods, will be carried out at inland centres, located in the United Kingdom conveniently in relation to the road and rail communications network and to major industrial regions. In Australia, where industry and commerce tend to be concentrated round the coasts, the inland depots are built near port areas. It has been arranged that all these inland bases, which are used by other transport interests besides OCL and ACT, should have Customs facilities.



ISO-type containers from the UK are shown being transferred from road vehicles to special SCE-class flat-wagons which have been constructed by the New South Wales Government Railways during a recent demonstration at Cooks River freight terminal.

Land-sea-land service routes

Containers packed at shippers' own premises or at container bases move to and from the port of Tilbury in the United Kingdom and Sydney, Melbourne and Fremantle in Australia. In the United Kingdom this movement is by road, or by rail, using BR Freightliner services direct to a special Freightliner terminal operated by the Port of London Authority at Tilbury. In Australia there are onward transhipment services to Adelaide and Brisbane and inland movement services roughly similar to those in England.

The flow of containers into the ports has to be co-ordinated with the ship timetable, and the ships, which carry 1,300 containers, must remain in port for as short a time as possible. The ship terminals have therefore been planned to turn round the containerships within 48 hours – a rough average of just under one container a minute. This high rate of throughput calls for very close control at the berth and for equally close control of the inland transport system responsible for delivering export containers to the berth and distributing import containers from it.

Computer control

To help in achieving this close control both OCL and ACT have developed computer techniques covering inland movement. The berth at Tilbury will also eventually use a real time computer. Although computers were installed principally for operational reasons, their use results in some advantages to shippers in both the United Kingdom and Australia. An immediate advantage is the production of bills of lading within 48 hours – very much faster than at present. These bills, which the banks indicate they will accept as first-class documents, are prepared as soon as either OCL or ACT have custody of the goods. Then consignment details are fed into the central computer in London from regional offices and bills are automatically prepared.

Three Board of Trade films on breaking and entering

Here's vital information for any company breaking into overseas markets

1. 'Call Export Intelligence'
This is the most recent of the Board of Trade's films of interest to all exporters. It describes in 30 minutes the structure and operation of the Board's Export Services Branch, its Regional Offices and the Commercial Departments of our Embassies, Consulates and High Commissions overseas. It shows how they can provide expert advice and assistance tailored to suit an individual firm's needs.

2. 'Shop Windows for Exports'
A 24-minute colour film which outlines the respective merits of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' best suited to his product.

3. 'The Friendly Invasion'
This 12-minute colour film, which was made at the Brussels and Toronto British Weeks, shows how the products of hundreds of British firms were sold to the public from every suitable shop in the two cities. The film explains how British Weeks can be the ideal way for consumer goods manufacturers to increase their sales in export markets.

These 16-mm colour films, prepared for the Board of Trade by the Central Office of Information, give a graphic and comprehensive picture of the ways in which the Board of Trade can help British companies to sell abroad.

The Board has also published a set of leaflets summarising each film and giving useful contact points. They are available free of charge from the Board of Trade, Room 707, 1 Victoria Street, London SW1.

If you want to know how the Government's services to exporters operate and how they can help your firm, you should see these films. Copies of all three are readily available on hire from:

The Central Film Library,
Government Buildings,
Bromyard Avenue, Acton,
London W3. (Tel: 01-743 5555)

SHIPPING MOVEMENT, *continued*

Table 2. Foreign trade entrances and clearances with cargo

Nationality of Vessels	Entered				Cleared			
	October		Ten months ended October		October		Ten months ended October	
	1967	1968	1967	1968	1967	1968	1967	1968
	Numbers of Vessels							
United Kingdom	1,762	1,878	18,088	19,056	1,419	1,649	15,160	16,374
Other Commonwealth (a)	114	164	1,448	1,643	85	145	1,293	1,371
Foreign	4,094	4,292	40,886	42,723	2,588	3,143	29,539	31,097
Total	5,970	6,334	60,422	63,422	4,092	4,937	45,992	48,842
	Thousand net tons							
Commonwealth:								
Registered in United Kingdom	3,763	3,863	39,080	38,822	2,299	2,753	26,242	26,995
Registered in Canada	—	—	4	—	—	—	3	—
Registered in other countries (a)	158	266	2,049	2,536	89	179	1,394	1,582
Total Commonwealth	3,921	4,129	41,133	41,358	2,388	2,932	27,639	28,577
Soviet	89	156	989	1,233	14	47	204	328
Finnish	77	96	796	906	22	26	333	295
Swedish	416	475	4,698	4,738	198	214	2,346	2,367
Norwegian	1,510	1,038	12,705	12,371	495	412	4,835	5,150
Danish	200	216	2,737	2,878	162	176	1,961	2,073
Polish	23	28	255	255	11	13	112	133
German (Federal Republic)	496	540	4,775	5,183	192	371	2,555	3,208
Dutch	668	636	6,403	6,520	337	423	4,006	4,096
Belgian	216	218	2,224	2,314	146	193	1,836	1,901
French	359	303	3,737	3,875	118	233	2,197	2,673
Spanish	51	35	499	509	26	40	501	482
Italian	181	168	1,534	1,438	14	72	207	410
Yugoslav	22	36	226	216	7	10	83	78
Greek	127	128	1,834	1,812	21	83	592	704
United States of America	206	253	2,267	2,052	162	266	1,809	1,819
Panamanian	194	201	1,880	1,688	46	52	347	630
Liberian	956	1,262	8,974	10,899	32	148	678	955
Other	145	264	2,298	2,928	88	97	1,258	1,047
Total Foreign	5,936	6,053	58,833	61,815	2,091	2,876	25,858	28,349
GRAND TOTAL	9,857	10,182	99,965	103,173	4,479	5,808	53,497	56,926
Trading areas:								
Irish Republic	342	375	4,587	5,049	320	401	4,546	4,855
Northern Europe (Foreign)	2,458	2,867	25,587	28,676	1,761	2,330	20,009	23,293
Europe (Atlantic) and Western Mediterranean Countries	1,319	1,292	13,304	14,674	867	927	9,424	9,741
Central and Eastern Mediterranean Countries	900	1,054	8,091	11,459	109	190	1,565	1,609
West and South Africa	465	410	6,191	4,163	191	248	2,236	2,105
East Africa, Persian Gulf, India	2,100	1,807	16,340	16,903	181	299	1,940	1,986
Eastern Asia and Islands in the Pacific	153	204	2,328	2,127	146	182	2,221	1,575
Australasia	209	234	2,742	2,495	123	114	1,527	1,556
North America (Atlantic Coast)	1,098	1,095	11,050	9,145	588	854	7,088	7,508
West Indies and Central America (Atlantic Coast)	663	593	7,496	5,874	141	130	1,868	1,348
South America (Atlantic Coast)	92	118	1,091	1,128	27	74	517	548
South and Central America (Pacific Coast)	7	28	218	234	—	15	164	150
North America (Pacific Coast)	44	88	869	1,124	23	33	376	559
Other areas	7	17	71	122	2	11	15	93
Total Commonwealth Countries	1,829	2,252	30,538	22,815	1,018	1,242	12,227	12,309
Total Foreign Countries	8,028	7,936	69,427	80,358	3,461	4,566	41,270	44,617
TOTAL	9,857	10,182	99,965	103,173	4,479	5,808	53,497	56,926

(a) Includes Irish Republic and South Africa.

Table 3. Foreign trade arrivals and departures at principal ports – January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	3,132	2,763	1,356	3,213	2,819	1,406	443	345	397	3,070	2,646	1,170
Cardiff	1,335	1,276	545	1,541	1,499	664	510	435	280	1,423	1,512	655
Dover	5,633	6,112	4,800	10,076	10,162	8,278	5,482	5,956	4,369	9,874	10,035	8,139
Felixstowe	—	1,615	1,748	—	1,770	1,874	—	1,433	1,496	—	1,648	1,716
Folkestone	472	387	291	1,030	1,048	738	573	423	313	1,019	1,043	734
Grimsby	2,927	3,279	2,752	3,229	3,711	3,127	1,168	1,602	1,313	3,375	3,794	3,209
Harwich	5,392	5,685	3,046	5,660	5,775	3,155	5,297	5,629	3,187	5,599	5,703	3,244
Holyhead	1,719	2,625	1,415	1,800	2,169	1,504	1,714	1,859	1,399	1,797	2,012	1,514
Hull	4,463	4,332	4,022	4,830	4,651	4,306	2,357	2,383	2,453	4,581	4,386	3,978
Lancaster	236	39	11	244	59	66	15	20	55	319	21	59
Liverpool	11,710	11,645	4,380	13,645	13,270	4,948	5,076	5,059	2,945	13,456	13,065	4,677
London	25,513	24,743	12,643	31,038	29,761	14,665	11,443	11,553	8,099	29,353	29,131	15,202
Manchester	4,945	5,016	2,510	5,187	5,352	2,858	1,476	1,387	1,875	4,538	4,477	2,898
Middlesbrough	2,956	3,940	1,346	3,789	4,915	1,916	1,627	1,774	1,545	3,971	5,265	2,172
Milford Haven	683	6,734	336	7,202	8,098	832	1,132	1,660	490	6,915	7,805	837
New Haven	837	828	921	849	838	945	832	786	856	843	834	951
Newport	1,157	1,242	653	1,635	1,636	826	828	784	676	1,692	1,811	904
Plymouth	262	245	406	422	388	717	185	152	418	412	351	745
Port Talbot	932	866	474	1,019	938	633	155	139	304	998	924	636
Southampton	14,764	13,851	2,856	17,754	17,716	3,784	7,179	7,199	2,633	18,006	17,273	3,723
Swansea	577	584	349	1,607	1,341	920	1,539	1,375	1,082	1,930	2,230	1,221
Tyne Ports	2,095	1,787	1,305	3,008	2,617	1,573	1,295	1,198	827	3,332	3,195	1,645
Glasgow	4,225	2,792	1,215	4,825	3,312	1,375	1,952	1,839	731	5,195	3,872	1,452
Grangemouth	1,218	1,266	1,161	1,673	1,572	1,381	1,131	1,081	885	1,562	1,504	1,296
Greenock	340	1,777	169	1,122	2,285	253	287	223	37	1,039	1,960	198
Leith	701	594	1,013	790	674	1,053	268	243	529	874	561	893
Belfast	1,640	1,636	1,164	1,757	1,732	1,260	289	348	418	1,838	1,827	1,044
Other ports	7,360	7,691	15,944	10,221	10,791	20,130	4,856	4,832	11,613	10,423	11,095	20,301
TOTAL	112,872	114,700	68,831	139,166	140,899	85,187	59,109	61,717	51,225	137,434	139,980	85,213

*1967 tonnage figures for Harwich include those for Felixstowe.

(*Continued on next page*)

SHIPPING MOVEMENT, *continued*

Table 4. Coasting trade arrivals and departures at principal ports – January-October

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1967	1968		1967	1968		1967	1968		1967	1968	
	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels	'000 net tons	'000 net tons	No. of vessels
Bristol	1,246	1,189	788	1,679	1,447	2,473	524	462	1,450	1,726	1,662	2,788
Cardiff	416	416	510	885	838	1,570	168	226	641	842	685	1,575
Cowes	1,879	1,821	8,848	4,132	3,905	17,801	1,791	1,739	8,215	4,120	3,933	17,765
Hull	839	737	283	1,302	982	740	460	315	358	1,342	1,133	949
Immingham	587	699	191	1,514	1,569	909	838	1,044	561	1,316	1,533	822
Lancaster	1,178	836	855	1,341	1,032	1,409	1,078	980	1,395	1,248	1,037	1,461
Liverpool	2,179	3,435	3,017	3,130	4,550	4,825	2,204	2,669	3,395	3,599	5,096	5,096
London	5,514	5,858	5,134	7,619	7,772	8,436	2,029	1,845	2,833	7,772	7,765	8,046
Manchester	947	119	163	1,316	226	341	669	62	100	1,414	223	296
Middlesbrough	362	289	276	1,095	1,418	1,335	310	848	741	832	1,261	1,129
Milford Haven	310	341	120	2,720	2,544	1,240	3,035	2,482	1,242	3,189	2,641	1,466
Portsmouth	340	336	1,469	2,751	2,785	12,281	68	81	692	2,714	2,779	12,173
Preston	909	1,032	1,799	992	1,100	1,949	883	990	1,662	1,045	1,172	2,075
Southampton	2,709	2,702	9,254	5,251	5,160	11,659	4,703	4,452	10,012	5,316	5,108	12,437
Sunderland	162	153	155	1,203	1,182	1,089	956	921	808	1,123	1,085	980
Swansea	197	223	387	1,550	1,831	3,686	920	1,228	2,763	1,196	1,438	3,302
Tyne Ports	519	527	134	2,748	2,928	1,815	1,363	1,613	1,439	2,411	2,567	1,892
Ardrossan	704	1,138	1,432	990	1,295	1,806	465	802	1,426	861	1,222	1,888
Glasgow	1,202	562	764	1,824	1,168	1,205	691	266	484	1,349	779	1,112
Greenock	902	1,374	2,172	1,088	1,716	2,809	1,002	1,245	1,936	1,198	1,762	2,802
Stranraer	1,167	1,313	1,034	1,176	1,326	1,045	1,166	1,312	1,029	1,175	1,325	1,044
Belfast	5,480	5,668	6,641	5,828	6,078	7,241	4,917	4,757	5,284	6,077	5,977	7,496
Other Ports	9,623	9,535	22,197	15,815	16,044	38,331	7,448	7,525	14,067	14,922	15,182	37,590
Total	39,371	40,303	67,623	67,949	68,896	125,995	37,689	37,864	62,533	66,787	67,365	126,184

Table 5. Shipping movements in the coasting trade at United Kingdom ports

Coasting Trade – Great Britain	Arrived				Departed			
	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo: Month of October, 1967	5,014	2,903	2,353	550	4,760	2,949	2,409	540
" Month of October, 1968	5,574	3,379	2,803	576	5,227	3,283	2,703	580
" Ten months ended October, 1967	58,309	33,239	26,877	6,362	55,503	32,485	25,894	6,591
" Ten months ended October, 1968	59,560	34,025	28,367	5,658	56,406	32,816	27,323	5,493
In ballast: Month of October, 1967	4,804	2,646	2,104	542	4,940	2,524	2,043	481
" Month of October, 1968	4,955	2,696	2,111	585	5,209	2,660	2,079	581
" Ten months ended October, 1967	56,793	28,191	22,214	5,977	58,538	27,537	22,160	5,377
" Ten months ended October, 1968	57,577	28,136	22,625	5,511	60,766	27,828	22,616	5,212
Coasting Trade – United Kingdom								
With cargo: Month of October, 1967	5,751	3,439	2,814	625	5,321	3,384	2,783	601
" Month of October, 1968	6,371	4,002	3,381	621	5,861	3,835	3,199	636
" Ten months ended October, 1967	66,219	39,371	31,964	7,407	61,560	37,689	30,148	7,541
" Ten months ended October, 1968	67,623	40,303	33,899	6,404	62,533	37,864	31,746	6,118
In ballast: Month of October, 1967	4,884	2,676	2,128	548	5,227	2,668	2,155	513
" Month of October, 1968	5,044	2,725	2,129	596	5,498	2,821	2,206	615
" Ten months ended October, 1967	57,554	28,578	22,549	6,029	61,480	29,098	23,429	5,669
" Ten months ended October, 1968	58,372	28,593	22,995	5,598	63,651	29,501	23,948	5,553

(a) Commonwealth and Irish Repulic.

Mr. Eric Tyler (left), group commercial and marketing executive, Plessey Electronics Group, discusses the display unit of the new MR 12 marine radar with a Plessey Radar engineer on the Thames in London. The Plessey MR 12 is the first radar to use a rectangular cathode ray tube, and offers 70 sq. in. of quality picture in only a cubic foot of space.

What is claimed to be the largest shipbuilding dock in the world is now being constructed for Harland & Wolff at their Belfast shipyards. Nearly 200 Mazda mercury-halide floodlights – a new development in large area site lighting – help round-the-clock construction of the dock. The floodlights will continue to light the construction of 'Jumbo' tankers when the dock is completed.

Exhibitions and Fairs

Encouraging progress on British Week, Tokyo

SPEAKING at a BNEC press conference on January 22 on progress for British Week, Tokyo (September 26-October 5, 1969), Lord Brown, Minister of State, Board of Trade, said that the Board of Trade was spending £200,000 on the Week. Industry was probably spending an equal amount and Tokyo stores were spending considerable sums on their own promotional activities.

He continued: 'In recent years the Japanese economy has expanded at a rate faster than that of any other developed country. The rate of expansion between 1953 and 1965, for example, was 9.4 per cent in real terms compared with 3.1 per cent for the United Kingdom and 6.8 per cent for the Federal Republic of Germany. Japanese forecasters estimate that the rate of expansion will not fall below 7 per cent during the next decade.'

Describing the role of the Board of Trade, Lord Brown said that the Board had set up an office in Tokyo last spring, now 14 strong, with managers responsible for commercial work, special events, exhibitions and publicity. (The Director of the British Week Office, Mr. Ben Thorne, was present at the conference.) Lord Brown went on to explain that the Board's role was twofold. 'First, to prepare the ground well in advance for the British exporter. In all this the Board relies on help from other agencies like the Embassy and the Central Office of Information (and others too numerous to mention). Second, to set the scene of the actual Week by arranging – and paying for – an extensive basic programme of supporting events designed to back up traders' own efforts and let the Japanese public know that the "British are here" and that they can buy our goods in their leading stores.'

Achievements so far are encouraging. Lord Brown mentioned some of them: 'We are providing material for 10 exhibitions on themes which the Toyko stores have asked for, such as the "Elizabethan Age", "the City of London" and "Britain Today". (The major stores dominate the retailing scene in Tokyo and cultural exhibitions of the highest standard are a regular feature of their activities.)

'The Centrepiece exhibition, which is of popular interest with a strong commercial slant, will be housed in the magnificent Budokan building. We expect that up to half a million people will see it. Features will include a London street scene with a pub, a Design Centre display, sections of "Inventive Britain", Anglo-Japanese relations, room settings and displays of British foods, books and periodicals, woolcloth and hi-fi equipment.'

Lord Brown added that the Clothing Export Council would mount for the Board a series of fashion spectaculars which would be seen by 25,000 people. This show would have the support of the leading Japanese fashion publishing house. Other supporting events would include sports fixtures, a naval visit, military bands, and performances by the London Philharmonic Orchestra.

Lord Brown laid particular emphasis on participation by capital goods industries. 'Joint ventures with the Society of British Aerospace Constructors and the Scientific Instruments Manufacturers Association are being arranged in the Science Museum, where all available space has been fully subscribed for some time.' But he stressed that if industry showed further interest in mounting other joint ventures then the Board of Trade was prepared to assist.

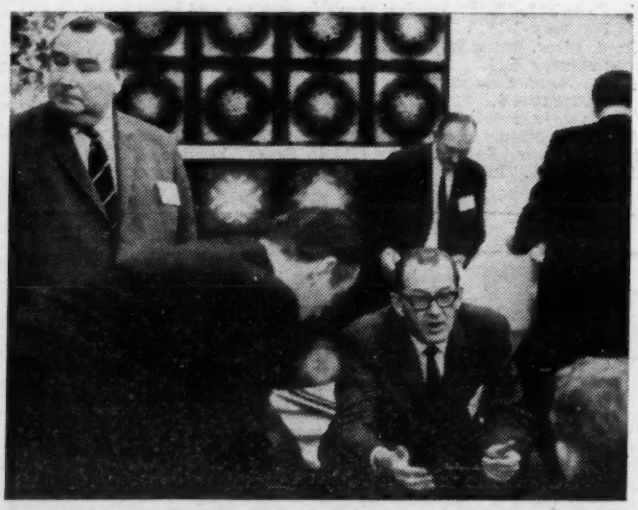
HRH Princess Margaret and Lord Snowdon will attend the opening of the Week, which will be the biggest ever, staged in the world's biggest city. Japan has the fastest growing economy in the developed world. Increased purchasing power coupled with an increasing interest in high quality Western style products, means that a British company which is prepared to organize a sophisticated penetration into the Japanese market backed by proper resources can make real profits in the future.

A special advertising offer was also announced at the conference, whereby the Board of Trade and the British National Export Council can give very substantial discounts – up to 53 per cent of the normal cost – to manufacturers who take space during the British Week in two of Japan's leading daily newspapers. These are *Asahi Shimbun* and *Mainichi Shimbun*, which together control the Tokyo area and are read by more than 6 million people each day. An extension of this scheme covers follow-up advertising for four months after the end of British Week, and provides a rate reduction of up to 50 per cent.

Further information about these offers may be obtained from BNEC (Asia), 6-14 Dean Farrar Street, London, S.W.1 (Tel. 01-930 3121).

FIRST ORDER FOR BRITISH WEEK TOKYO

THE rainwear firm of Burberrys have secured initial orders of nearly £90,000 for ladies' and men's raincoats and topcoats from leading Tokyo stores to be delivered in time for British Week Tokyo. It is believed that this is the first firm order to have been placed by Japanese retailers in connection with the Week, and is the direct result of a year's intensive market research and the gearing of production to the special requirements of the country organized by Mr. Roy Hole, Burberrys Far Eastern general manager. The programme culminated last October when over 300 Japanese buyers attended a show at the Hotel Okura in Tokyo.



'Down to business' on one of the British stands at the National Floor Covering Show, Toronto. The Board of Trade organized a joint venture with the Federation of British Carpet Manufacturers' Export Group at the show, which was visited by 12,000 trade buyers during its six-day run. On the left of the picture is the Hon. W. Spens, the Federation's director.

Mr. Edmund Dell, Minister of State, Board of Trade (right), presents a souvenir in the form of a carved Union Jack commemorating Macy's New York 'Great Festival of Great Britain' to Mr. David L. Yurich, president of Macy's, New York. (See page 295).

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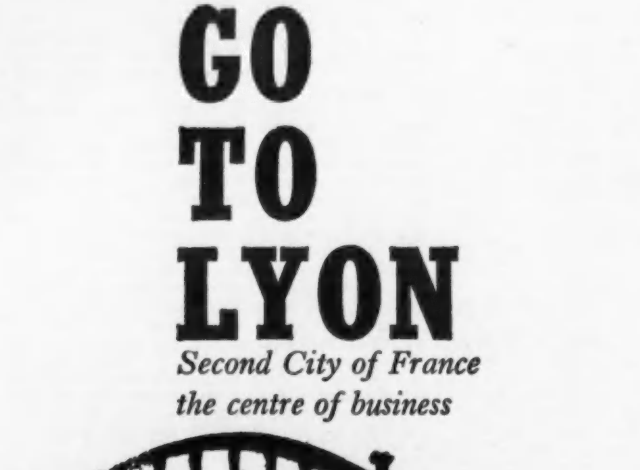

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United States store buyers to visit Britain

THE BOARD OF TRADE have been advised that buyers from Woodward and Lothrop Inc., Washington, DC, who will be holding a store promotion from October 27 to November 8, featuring British consumer goods, will shortly be visiting this country. Manufacturers and exporters wishing to meet these buyers should contact the store's London buying house, Associated Merchandising Corporation, IB Baker Street, London, W.1 (Tel. 01-486 4721).

Miss L. Zevgolis, Buyer (infants' wear)
February 2-9.
Mrs. I. McLaughlin, Buyer (fabrics and art needlework)
April 27-May 2.
Mrs. L. Ranta, Buyer (gloves)
February 21-26.
Miss J. Davis, Buyer (fashion jewellery)
March 11-15.
Mrs. N. Christie, Buyer (fine jewellery)
March 11-15.
Miss C. Speigle, Buyer (handbags)
March 8-15
Mrs. P. Johnson, Buyer (cosmetics)
March 11-15.
Mrs. B. Spinks, Buyer (blouses and neckwear)
February 22-26.
Mr. W. Neilson, Buyer (junior coats and top gear shop)
April 2-7.
Miss I. von Schoenfeldt, Buyer (better coats)
April 1-7.
Mrs. P. Abbott, Buyer (Potomac shop)
February 23-27.
Mrs. J. Parisi, Buyer (Misses' moderate sportswear)
February 20-26.
Mrs. H. Stall, Buyer (sportswear)
February 21-27.
Mrs. P. Young, Buyer (Chandelier Room)
May 10-14.
Mr. L. J. Lautz, Buyer (boys' wear)
February 9-15.
Mr. P. C. Raymond, Buyer (men's sportswear)
February 2-12.
Mr. D. R. Ricciardella, Buyer (men's furnishings and gifts)
February 11-22.
Mr. L. Carnie, Buyer (gifts and clocks)
February 25-March 5.
Mrs. S. Caraballo, Buyer (silverware)
February 15-21.
Mrs. E. P. Durham, Buyer (linens)
February 15-23.
Mrs. M. Hyatt, Buyer (china and glass)
February 15-21.
Miss G. Gaukler, Buyer (houseware)
March 16-20.
Mr. S. Dreyfuss, Buyer (toys and trim-a-tree)
February 23-March 1.
Mr. T. Tulenko, Buyer (budget men's furnishings and sportswear)
February 3-11.
Mr. A. Mont, Buyer (budget misses' and women's sportswear)
February 4-11.
Miss C. Remley, Buyer (budget women's accessories)
February 4-6.

Further information about this promotion may be obtained from Mr. C. J. Mather, British Weeks and Store Promotions Directorate, Hillgate House, Tower Block, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7251).

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Macey's New York sell one million dollars worth of British goods in autumn Festival

THE SUCCESS STORY of the big British promotion mounted by Macy's New York last September was told last week in a 'Proof of Performance' presentation at Nash House, London. An audience of Government and industrial representatives including Mr. Edmund Dell, Minister of State, Board of Trade, Sir Antony Part, Permanent Secretary at the Board, Mr. John Freeman, Ambassador-Designate to the United States, and Lord Mancroft, chairman of the BNEC Committee for Exports to the United States heard Mr. David L. Yunich, president of Macy's New York – claimed to the world's largest store – tell of the results in hard cash of their 'Great Festival of Great Britain'.

Macy's major effort for their British festival resulted in an increase of approximately $1.3 million at first cost in purchases of British merchandise in 1968 over the previous year, reported Mr. Yunich. During the Festival, a selling period extending from September 3 to September 21, Macy's New York sold at retail about $1 million worth of British goods. Since then, over $3½ million worth of British merchandise was sold from September to Christmas. Mr. Yunich emphazied that this result was particularly encouraging in view of Macy's long-term objective of raising their annual sales of British merchandise to a much higher level.

These outstanding results, Mr. Yunich went on to say, were achieved with the enthusiastic co-operation of manufacturers in the United Kingdom and with the help of the Board of Trade and British Government staff in New York. The Festival proved the high acceptance in the United States market for British goods when properly styled for the American consumer and the skill and reliability of British manufacturers.

British manufacturers of consumer goods who wanted to increase the flow of their merchandise to the United States were given four recommendations by Mr. Yunich, based on the lessons drawn from the successful Festival efforts. He suggested close co-ordination of effort between British manufacturers and American retail representatives – who of course know exactly what the customer wants; annual or bi-annual trips by British manufacturers to study American market requirements, which change with rapidity, at first hand; a re-examination of their distribution policy by those British manufacturers who have narrow patterns of distribution in the United States – the sale of consumer goods in America is almost invariably tied directly to the number of outlets in a given market area; and research of the methods used by American manufacturers to service American retailers. On the last point, Mr. Yunich said that many American manufacturers had developed procedures for working closely with multi-store organizations to maintain continuous supply lines. 'Distance is no longer a factor, nor is the country of origin', said Mr. Yunich. 'What is a factor is the ability of a manufacturer to compete not only in matters of quality and styling and price, but also in his ability to service an account with a continuing supply of merchandise.'

To commemorate 'a wonderful successful Festival', Mr. Edmund Dell presented Mr. Yunich with a piece of sculpture carved in the form of a Union Jack and Mr. John A. Blum, senior vice president for sales promotion and public relations for Macy's New York, with a citation in the form of a letter from Mr. Anthony Crosland, President of the Board of Trade, expressing his appreciation of the store's vigorous promotion of British goods.

Coloured slides of the displays of British merchandise in the 12 stores in the New York Division of Macy's were presented by Mr. Blum to show how the store gave prominence to British goods. Mr. Blum also emphasized the enormous potential in the United States for aggressive British exporters.

Lord Brown opens a colourful Furniture Show

THE FURNITURE INDUSTRY'S record £20 million worth of exports during 1968 was quoted by Lord Brown, Minister of State, Board of Trade, as evidence of its tremendous importance in the country's economy when he opened Interfurn 69, the International Furniture Show, at Earls Court on January 27. Lord Brown said that when he first became interested in furniture as a former independent member of the Furniture Development Council the prospects for exporting were not very promising. The present position was very satisfactory and a great help to Britain's balance of trade.

Lord Brown had been welcomed to Interfurn by Mr. David Mitchell, chairman of BFM Exhibitions Ltd., who said that the industry had just completed a record year, with more furniture being made and sold in this country than ever before. As part of its efforts to better these figures in 1969, 25 furniture manufacturers had recently participated in the International Furniture Exhibition in Paris, where they had done good business. In less than a month eight of them would be putting on a display in Tokyo in advance of the British Week to be held there in the autumn. 'During the year,' continued Mr. Mitchell, 'we shall also be mounting displays at St. Gallen in Switzerland, Lyons and Utrecht, and we very much appreciate the support of the Board of Trade in all these export promotion efforts.'

Colour in abundance is one of the main features of this year's Interfurn – not just in the cheap ranges but in the more expensive ranges also. Upholstered furniture combines colour-lacquered wooden frames with flowery printed or brilliantly striped tweed covers, storage furniture comes in red, orange, and green as well as white, and occasional furniture such as coffee tables and kitchen chairs are painted in clear bright colours such as holly green, poppy red, jasmine yellow and cornflower blue.

There are two separate sections at the exhibition – a Public Section and trade-only section. The Public Section includes overseas as well as British exhibitors, and the Trade Section consists exclusively of British manufacturers, including a group of suppliers, makers of component parts, etc., who form an Allied Trades Section. The Public Section is open to the trade and public until February 8 from 9.30 a.m. to 9.30 p.m.; the Trade Section is open to the trade until February 6, from 9.30 a.m. to 6.30 p.m.

Overseas customers throng opening of Brighton Toy Fair

HAD ONE awakened from sleep in one of the crowded foyers of the Metropole, Grand or New Bedford hotels at Brighton, Sussex during the early forenoon last Sunday (January 26) there would have been good reasons for the belief that one had unknowingly been transported during the night to a hotel in Germany, France, Italy, or even the Lebanon. The hubhub of conversation was discernable in a host of languages other than English.

The reason for the illusion was understandable for it was the opening day of the Brighton Toy Fair, and people had arrived to see, inquire and buy British toys.

As one Fair official confirmed: 'I have never seen so many overseas buyers present on the opening day. If this is the pattern for the next four days, then we shall have broken all records for overseas attendance at this five days show.'

Speaking to some of the 400 exhibitors during the course of the day – they occupied in addition to the hotels the Top Rank Centre, the Corn Exchange and the Dome over a total area of some 150,000 square feet – it was evident that business had begun at an early hour. Customers were being dealt with immediately on the arrival of stand officials at 9 a.m. Customer followed customer, and executives manning the stands were hard pressed. Orders from the European countries, the Middle East – Lebanon and Kuwait, – South Africa – one firm reported a £40,000 order and expected another such order at the end of the year – Australia, the United States and Canada, were being taken throughout the day.

At the close of the first nine hours of operation it was reported that the attendance had exceeded the 3,000 mark, an increase of some 12 per cent over the attendance at last year's opening day.

It was apparent that there was a new trend in the toys on display, a development towards using electronics, and the use of die-cast non-friction toys on model race-circuits. As one executive said: 'A revolution in the toy mini-car world has taken place. These new models are engineered so that friction is reduced to an absolute minimum. This means that they literally fly, and out-race any normal die-cast model car. With these "hotted-up" models are plastic tracks which need no batteries, mains or motors to send them whizzing along.'

The change-over to the metric system has not been ignored by some of the toy manufacturers. One company showed a weighing scale calibrated to read from 0 to 100 grammes.

The claim by the British Toy Fairs (International) Ltd that the 16th British Toy Fair is the largest yet held is no exaggeration, and their prophecy that this year will see a substantial increase in overseas sales of British toys is no idle prognostication. It will be interesting to read the figures of attendance and orders received when the count is made at the end of this year's show which closed yesterday (Thursday).

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Board of Trade Journal, *Room* 437, *Board of Trade,* 1 *Victoria Street, London, S.W.*1 *(Tel.* 01-222 7878, *Ext.* 2653/6) *and not to HMSO.*

London Look for Children in New York

A report from the British Consulate-General, New York

FOR THE fourth year in succession the National Children's Wear Association presented a display of children's apparel to resident and visiting out-of-town buyers at the McAlpin Hotel, New York, from January 5-14. The display was organized under joint venture arrangements with the Board of Trade and was timed to coincide with the Spring Market Week in New York.

Mr. James Law, director of the NCWA, who headed the group, had chosen as the theme of the display this year pink and navy. An attractive selection of clothes from all the participating houses featuring these colours was exhibited in two showrooms and the reception room.

In addition to a very large number of buyers from New York and the Eastern States, buyers visiting the show came from as far afield as Hawaii, San Francisco, Denver, Salt Lake City, Arizona, North Dakota, Texas and Louisiana. All exhibitors were pleased and encouraged by the reaction of buyers and by the volume of business booked at the show. A considerable volume of additional orders is expected to be confirmed in London by buyers during their annual buying trips to London this spring.

'The London Look for Children' opened officially with a reception on January 6, when child models showed classic tweed coats, dresses, sportswear and fun furs to members of the press. Fun furs being shown for the first time in New York by a British furrier specializing in children's wear were perhaps the highlight of the show. The furs, which were all of coney or lapin, were dyed in a variety of shades, ranging from Chinchilla, pale beige and brown to bright red and pastel shades. The collection also included a group of fur coats for boys which proved of particular interest to buyers.

The four child models, wearing furs from the collection, were filmed and shown on American television network during the 9 p.m. news on January 6, when Dvora Michelson, of the British Information Services, New York, was interviewed about the children's wear show.

Among other lines of particular interest included in the show were coats in beautiful tweeds and woollens, bright cotton print parkas for the young ski and après-ski crowd, and dresses in contemporary styles and colours. For babies, there were fine embroidered dresses, angel tops, pants sets and christening robes and kilts in traditional plaids for every size range.

The show was visited by Mr. Alistair Maitland, Director-General of Trade Development in the United States, and by Mrs. Maitland.

Hungary invites British two-company display

TWO BRITISH firms – Royal Sovereign, makers of pencils and stationery equipment, and Prestige, the kitchen ware manufacturers – are to stage a joint display in Budapest for a week beginning February 1, at the invitation of the Hungarian State buying organization, Konsumex. This invitation was made by Konsumex when a trade mission from Hungary visited the United Kingdom in September last year.

The joint display will be held in the Lotz Exhibition Hall, attached to the Divatscarnok, a departmental store that may be compared to Selfridges. A spokesman for Royal Sovereign says that the firm is spending some £2,000 on this promotion and has already received an order from the Hungarians. It is expected that participation in the joint display will attract further orders from Hungary and other Eastern European countries.

Prestige, whose products are already known in Hungary, are mounting their display in the form of a self-service section where some 40 items will be on sale. A further 140 items exhibited on the walls will be cross-referenced to a 'shopping list' handed to each visitor, who will be invited to indicate on it which item he wishes to buy. Each 'shopping list' will be numbered, with a daily 'lucky number' carrying a free gift. It is hoped that this scheme will not only arouse immediate interest but will also provide a useful guide to the market and a test of public reaction to products that have not previously been shown in Hungary.

Three receptions have been arranged to take place on January 31, the day before the display opens to the public. These will be for Hungarian trade representatives, including possible new stockists; the press; and commercial representatives from Hungary and other Eastern European countries.

International emphasis at Hardware Trades Fair

THE HARDWARE Trades Fair has always been outstanding for the number and variety of products which come together under the 'hardware' label, and this year's show, presenting 30,000 products ranging from lawn mowers, hammocks and greenhouses to massage pillows, rolling pins and clothes dryers, has borne out the organizers' claim that there is something here for everyone. The fifteenth in the series, the Fair, as well as displaying a cross-section of the hardware industry's products, is always the occasion for the debut of a wide range of new designs and products. This year, for the gardener there was a new rotary mower which the makers claim can cope with all conditions of grass – wet or dry, close trimmed or coarse tufts; for a bedsitter, a light portable 'speed grill' which boils, bakes, grills and toasts; and for the travelling businessman an answering machine which relays recorded messages over the phone when it has been given the caller's personal code.

Hardware covers such a vast and expanding field that it is difficult to give precise statistics on the value of the industry, but the exhibition organizers estimate that in 1968 it contributed £177,550,000 to the export drive. And it was as a 'valuable contribution to the promotion of exports' that Sir Peter Runge, chairman of the British National Export Council, described the International Hardware Trades Fair when he officially opened it at Olympia on January 27.

Sir Peter went on to refer to the large number of overseas exhibitors who give the Fair its international character, stressing that trade is a multi-lateral and not a one-way business. 'If we want the world to buy from us we must buy from the world,' he said. The presence of foreign manufacturers did much to stimulate the competitiveness of British goods in world markets.

Over 400 exhibitors from both the United Kingdom and overseas have been taking part in the Fair, which ends today (January 31). Several overseas buying missions and delegations have been coming over to visit the event, including 200 members of Fabrimetal, the Belgian Metal Working Industries Federation.

EXPORT INFORMATION CENTRE

The Export Information Centre of the Board of Trade's Export Services Branch is at 50 Ludgate Hill, London, one minute's walk from St. Paul's. It provides traders with a street-level inquiry point where they can find what services are available for dealing with export problems. The centre is open from 9.30 a.m. to 5.30 p.m.

Exhibitions and Trade Fairs in Australia 1969

The International Toy Fair	March 16-20	Sydney
International Instruments, Electronics, Automation, Control Equipment and Communications Show	May 26-30	Melbourne
Third International Container Services and Equipment Exhibition	June 23-27	Melbourne
The 10th National Boat Show	July 4-12	Melbourne
The 2nd International Boat Show	July 25-August 2	Sydney
The 5th International Engineering Show	August 4-9	Melbourne
The International Mining Construction Plant and Materials Handling (Outdoor) Show	August 4-9	Melbourne
The ANZAAS Congress and Exhibition	August 18-22	Adelaide
The International Consumer Goods Fair	August 28-September 6	Melbourne
The International Trade Fair	October 16-25	Sydney
The 2nd International Clothing Machinery and Supplies Exhibition	November 3-6	Sydney
The Orange (N.S.W.) Field Day	November	Orange
The National C.E.T.I.A. (Control Electronics Telecommunications Instruments Automation) Programme	1970	
The Catering Trade Fair	February 23-27	Melbourne
The Packaging and Printing Exhibition ('Packaprint')	April 27-May 1	Sydney
The Engineering Exhibition	May 11-15	Sydney
The International Dairy Equipment Fair	August 17-22	Sydney
The International Trade Fair	October 12-16	Sydney
	May	Melbourne

Exhibitions and Trade Fairs in New Zealand

The Auckland International Trade Fair	August 20-September 6, 1969
The Christchurch Machine Tools Exhibition	March-April, 1970.

A supplement on trade with Australia and New Zealand appears as an inset in this issue.

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

Anglo-Soviet trade agreement: quotas for 1969

THE ANGLO-SOVIET Trade Agreement of 1959, which was extended in April 1964 for a further five years ending June 30, 1969 provides for negotiations to take place annually to settle quotas for trade in consumer goods and in other goods to which the British open general licence does not apply. The Board of Trade and the permanent Soviet Trade Delegation in the United Kingdom have negotiated quotas for trade in consumer goods and certain capital goods and industrial materials for the period from January 1 to December 31, 1969, notwithstanding the expiry of the Agreement in the middle of the year.

Full details of the quotas are given below.

All Anglo-Soviet trade is conducted within the framework of the Agreement, but most of it takes place outside these quotas. About half of Britain's exports consist of capital goods which are bought by the Soviet Union without specific quotas being settled in advance, while most of the Soviet Union's exports to the United Kingdom enter freely under open general licence.

Article 4 of the Trade Agreement provides for facilities of equal value for trade in consumer goods. The c.i.f. figures for imports into the United Kingdom exceed the f.o.b. figures for exports from the United Kingdom by 10 per cent because it is estimated that freight and insurance charges in this trade average 10 per cent.

Exports of British consumer goods to the USSR in 1968 substantially exceeded the sum of the quotas.

ARTICLE 4 QUOTAS

Soviet consumer goods for import into the United Kingdom from January 1, 1969 to December 31, 1969

	£000's c.i.f.
1. Motor cars and spare parts	400
2. Cameras, cine cameras, projectors	465
3. Wrist watches and movements (of which not more than £350,000 for watches valued at 30/- or under and movements valued at 25/- or under).	550
4. Alarm clocks	85
5. Transistor radios and parts (other than transistors)	435
6. Binoculars and lenses	55
7. Sewing machines and parts	30
8. Matches	220
9. Musical instruments	12
10. Hand-made carpets	1,225
11. Photographic accessories	45
12. Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	360
13. Toys, games and Christmas decorations (of which not more than £5,000 for Christmas tree ornaments made of glass)	70
14. Handicrafts and fancy goods	85
15. Canned crabmeat	750
16. Canned shrimps	30
17. Canned salmon	1,485
18. Vodka and other spirits based on vodka, wine brandy and liqueurs	60
19. Caviar and salmon roe	140
20. Cotton piece-goods	100
21. Made-up clothing	70
22. Sheets, sewing, fancy and needlework goods	30
23. Perfumery	12
24. Metallic holloware and household appliances excluding enamelled ware (of which not more than £17,000 for galvanized holloware and £15,000 for cutlery)	75
25. Earthenware and china	15
26. Glassware (of which not more than £40,000 for decorated glassware)	50
27. Sports goods, sporting guns and rifles and ammunition (of which not more than £40,000 for ammunition)	100
28. Radiograms	240
29. Office materials (of which not more than £15,000 for pencils	45
30. Dried and canned fruit, vegtables and mushrooms	15
31. Dried bilberries	40
32. Cranberries	30
33. Nuts	6
34. Jams and preserves (of which not more than £6,000 for those made of strawberries, raspberries and blackcurrants)	12
35. Frozen herrings	120
36. Electric lamp bulbs	12
37. Bicycles for children and spare parts	15
38. Canned fish of various kinds other than salmon	30
39. Miscellaneous consumer goods to be agreed with the Board of Trade (of which not more than £105,000 for television sets)	300
Total	7,904 c.i.f.

NOTE:
The Board of Trade have agreed to issue licences outside the above arrangements for the import into the United Kingdom of grey cotton cloth for processing and re-export.

United Kingdom consumer goods for export to the Soviet Union from January 1, 1969 to December 31, 1969

	£000's f.o.b.
1. Motor vehicles and spare parts	140
2. Woollen piece-goods	555
3. Made-up clothing	145
4. Cotton piece-goods	230
5. Knitwear	2,170
6. Stockings and socks	185
7. Leather gloves	45
8. Leather footwear	2,300
9. Carpets	25
10. Medicines, drugs and pharmaceuticals and raw materials used in their manufacture	400
11. White fish (of which £100,000 may be used for salted herrings)	500
12. Whisky and gin	35
13. Photographic materials	25
14. Toys and games	25
15. Sports goods and sports apparel	15
16. Musical instruments	20
17. Earthenware and china	10
18. Razors and razor blades	60
19. Flax canvas	70
20. Paint	5
21. Furniture (including mattresses)	25
22. Miscellaneous consumer goods to be agreed with the Soviet Trade Delegation	
Total	7,185 f.o.b

ARTICLE 2 (2) QUOTAS

Soviet goods for import into the United Kingdom during the period January 1, 1969 to December 31, 1969

	£ c.i.f.
1. Machinery and equipment of any kind, apparatus, tools, ball and roller bearings, radio and electronic components, to a total value of	5,000,000
of which for:	
Machine tools, not more than	1,500,000
Radio and electronic components (of which not more than £150,000 for transistors), not more than	200,000
2. Scientific, optical and industrial instruments, to a total value of	275,000
3. Window glass to a total value of	160,000
4. Ships and aircraft	pro memoria

United Kingdom goods for export to the USSR during the period January 1, 1969 to December 31, 1969

	£ f.o.b.
1. Scientific, optical, industrial and other instruments	1,200,000
2. Chemical goods, including dyestuffs and polyethylene	1,600,000
3. Man-made fibres and yarns	1,200,000
Total	4,000,000 f.o.b.

UK aid to developing countries

New Hebrides

THE MINISTRY of Overseas Development is making a grant of £96,535 towards the construction of a deep water wharf at Vila. Estimated cost of the wharf is £863,281. A British firm of consulting engineers has been engaged to design the wharf and to supervise its construction.

Inquiries concerning this notice should be addressed to Commercial Relations and Exports Department, Room 336, 1 Victoria Street, quoting reference CRE/18048/G (Tel. 01-222 7877, Ext. 2321).

Double taxation

Norway

A DOUBLE TAXATION Convention relating to taxes on income between the United Kingdom and Norway was signed in London on January 22. On its entry into force the Convention will replace the existing Double Taxation Convention between the two countries and the text will be published shortly by HMSO.

(*Continued on next page*)

Italy and Morocco

THE ITALIAN Minister of Foreign Trade has announced that the trade agreement signed on January 28, 1961, has been tacitly renewed for a further year from January 1, 1969. The quota lists remain unchanged.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5777, Ext. 466 and 467).

Italy and Tunisia

THE ITALIAN Minister for Foreign Trade has announced that the Trade Agreement between Italy and Tunisia, signed on November 23, 1961, has been tacitly renewed for a further year from January 1, 1969. Quota lists remain unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5777, Ext. 466-467).

France and Spain

IT HAS BEEN announced that by an exchange of letters signed in Paris on December 17, 1968, between France and Spain, the Trade Agreement of November 27, 1963 was renewed, unchanged, for a period of one year from November 1, 1968.

The announcement was published in the *Moniteur du Commerce International* of January 13 with lists of the agreed quotas. An English translation of the quota lists can be seen at the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

Rumania and South Yemen

COPIES OF an article in the Rumanian Official Bulletin recording the Rumanian text of a Trade and Economic Agreement between Rumania and South Yemen, signed on June 17, 1968, are obtainable from Tariff Section, Export Services Branch, Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 466, 467, and 482).

Parcel post to the Maldive Islands

THE GPO announce that air parcels may now be sent to the Maldive Islands. Transmission by air will be given as far as Colombo, Ceylon; parcels will be forwarded from Colombo by surface route. Full details of the service may be obtained at any Post Office.

HINTS TO BUSINESSMEN

The 'Hints to Business Men' series of booklets, covering over 100 individual countries, provides useful information on such subjects as travel hotels, climate, currency, public holidays, population, industries, economic factors, and summarizes the nature and extent of imports and export. Copies may be obtained free of charge by British businessmen who intend visiting any country on export business, on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146).

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Opportunities for exporters—calls for tender

The **Export Service Bulletin** *which is available only to individuals resident and firms registered and carrying on business in the United Kingdom, is a 'must' for exporters. A week's issues (it is published daily from Monday to Friday) may contain as many as 500 calls for tender, in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled 'World Economic Comments', summarizes the economic conditions in more than 100 countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which covers all issues costs only £10 10s.*

If you would like a specimen copy get in touch with the Editor, **Export Service Bulletin,** *Board of Trade, Room H.24, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extn. 7058, Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA), mentioning the products or countries of special interest to you.*

Brief details are given below of some Calls for Tender reported in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of drawings, specifications (where available) may be purchased by British firms.*

Orders for Bulletins (2s. each) and specifications etc. (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

The date given in the announcement is the last date for the receipt of bids.

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H.19, Hillgate House, 35 Old Bailey, London, E.C.4 (Telephone: 01-248 5757, Extns. 404, 7003 and 406 (Deposit Accounts), Telex: 886143, Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ALGERIA

Bulletin 13/69
Office National Algerian du Tourisme:
*5s. **Household Linen, Cutlery, Crockery and Glassware.** February 12. E.S.B. 2024/69/J.

Bulletin 17/69
Algerian State Construction Materials Organization:
Construction of Cement Works. March 31. E.S.B. 2915/69/J.

ARGENTINA

Bulletin 18/69
Servicios Electricos del Gran Buenos Aires, SA:
*15s. (In Spanish). **Insulators.** February 20. E.S.B. 2715/69/J.
*14s. (In Spanish). **Transformers.** February 20. E.S.B. 2716/69/J.
*16s. (In Spanish). **Circuit Breakers.** February 20. E.S.B. 2717/69/J.

AUSTRALIA

Bulletin 13/69
Stawell Town Hall:
*6s. **Clocks.** March 3. E.S.B. 2038/69/J.

Bulletin 15/69
Townsville Harbour Board:
*57s. **Suction Cutter Dredger.** (Further Information.) E.S.B. 1985/69/J.

Bulletin 17/69
Sydney County Council:
*80s. **Transformers.** February 13. E.S.B. 2917/69/J.
State Electricity Commission of Victoria:
*Coal Conveyor Systems; Cranes, March 31. E.S.B. 2918/69/J.

Bulletin 18/69
District Contract Board:
Weather Satellite Tracking and Control System. February 26. E.S.B. 2728/69/J.
Electric Furnaces. February 20. E.S.B. 2729/69/J.

BELGIUM

Bulletin 14/69
Ministry of National Defence:
Jerricans. February 15. (Pre-qualification.) E.S.B. 2076/69/J.

BOLIVIA

Bulletin 18/69
Direccion Nacional de Hidraulica y Electrificacion:
*65s. (In Spanish). **Electrification Project.** February 20. E.S.B. 2712/69/J.

BRAZIL

Bulletin 15/69
Central Electrica de Furnas SA:
Generators. (Further Information.) E.S.B. 1934/69/J.

BURMA

Bulletin 13/69
Myanma Export Import Corporation:
*2s. **Crane.** March 15. E.S.B. 2045/69/J.
*2s. **Steel Channels.** February 18. E.S.B. 2048/69/J.
*3s. **Bitumen.** February 28. E.S.B. 2042/69/J.

Bulletin 14/69
*3s. **Cleaning Solution.** February 28. E.S.B. 2043/69/J.
*3s. **Speakers; Microphones and Accessories.** March 8. E.S.B. 2047/69/J.
People's Oil Industry:
*4s. **Ratchets and Dies.** March 8. E.S.B. 2044/69/J.
*6s. **Screws.** February 28. E.S.B. 2088/69/J.

Bulletin 15/69
Burma Railway Board:
*Lamps. March 5. E.S.B. 1945/69/J.

Bulletin 16/69
Ministry of Defence:
*3s. **Clothing; Textiles.** February 15. E.S.B. 2385/69/J.
*2s. **Glass.** February 20. E.S.B. 2386/69/J.
Myanma Export Import Corporation:
*4s. **Snow Making Plant.** February 28. E.S.B. 2388/69/J.
*3s. **Filling Machines.** February 25. E.S.B. 2382/69/J.
*2s. **Vehicle.** March 15. E.S.B. 2383/69/J.
People's Electro-Mechanical Services:
*3s. **Ammeters.** March 12. E.S.B. 2380/69/J.
*3s. **Multimeter.** March 12. E.S.B. 2381/69/J.
People's Oil Industry:
*2s. **Bleaching Powder.** March 15. E.S.B. 2384/69/J.
Textile Mills (IDC):
*10s. **Ball Bearings.** February 14. E.S.B. 2387/69/J.

Bulletin 18/69
Myanma Export Import Corporation:
*4s. **Steel Wire and Rope.** March 15. E.S.B. 2762/69/J.
*4s. **Nickel Chromium Wire.** February 17. E.S.B. 2763/69/J.
*3s. **Leather.** March 4. E.S.B. 2767/69/J.
*2s. **Leather Pickers and Buffers.** February 22. E.S.B. 2768/69/J.
*3s. **Chemicals.** March 15. E.S.B. 2769/69/J
*2s. **Shuttles.** February 22. E.S.B. 2770/69/J.
*3s. **Chemicals.** March 15. E.S.B. 2769/69/J.
*7s. **Electrical Materials and Fittings.** March 3. E.S.B. 2772/69/J.

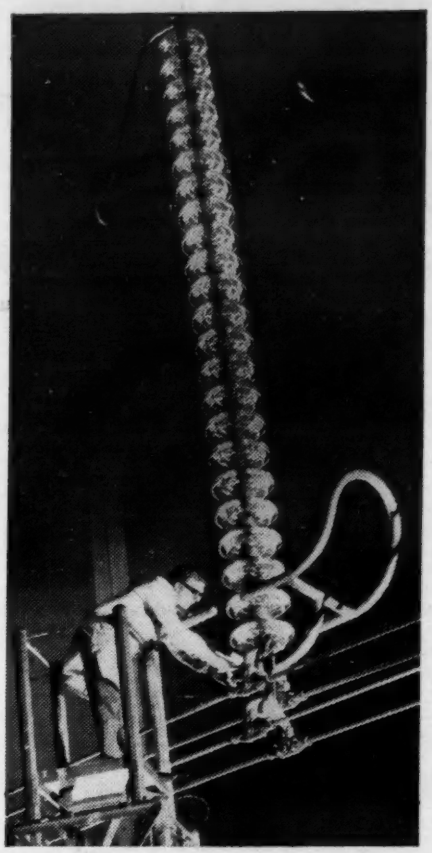
CANADA

Bulletin 15/69
Manitoba Hydro:
*116s. **Supervising System.** February 24. E.S.B. 2329/69/J.

Bulletin 17/69
British Columbia Hydro and Power Authority:
Gates for Outlet Works. March 11. E.S.B. 2914/69/J.

CEYLON

Bulletin 13/69
Tender Board, Petroleum Corporation:
*3s. **Hose.** February 18. E.S.B. 2012/69/J.
Health Supplies Services:
Pharmaceuticals. March 7. E.S.B. 2013/69/J.
Railway Head Office:
*8s. **Cotton Waste.** March 5. E.S.B. 2016/69/J.
State Engineering Corporation:
*7s. **Lightning Conductor and Earthing Fittings.** February 20. E.S.B. 2018/69/J.



The first toughened glass insulators designed to have a minimum failing load of 84,000 lb have successfully met the technical requirements of the Central Electricity Generating Board. The insulators, believed to be the strongest ever made, were originally developed for a new type of tower about 60 ft. lower than standard 4,000 kV towers, for use at airfield approaches and in areas of natural beauty. The higher strength insulators are particularly suitable for river and fjord crossings and will permit the use of longer spans between towers. Overseas customers are already expressing interest and trial quantities have been supplied. Here, a string is being prepared for tests in the Pilkington high voltage laboratory, St. Helens.

Sri Lanka Sugar Corporation:
Chemicals. February 27. E.S.B. 2014/69/J.

Bulletin 14/69
Ministry of Public Works, Posts and Telecommunications:
*3s. **Highway Development.** (Further Information.) E.S.B. 23474/67/J.

Bulletin 17/69
Public Health Department:
Water Supply Scheme. February 18. E.S.B. 2704/69/J.

CHILE

Bulletin 14/69
Ferrocarriles del Estado:
*Rail Cars, Closing date postponed to February 17. (Further Information.) E.S.B. 42397/68/J.

COLOMBIA

Bulletin 13/69
Ferrocarriles Nacionales de Colombia:
*5s. (In Spanish). **Rail Motorcars.** (Further Information.) E.S.B. 1044/69/J.
*1s. (In Spanish). **Ballast Wagons.** (Further Information.) E.S.B. 1575/69/J.
*1s. (In Spanish). **Telephone Carrier System.** (Further Information.) E.S.B. 1576/69/J.

(Continued on next page)

COSTA RICA

Bulletin 17/69
Oficina de Proveeduria, Instituto Costarricense de Electricidad:
*2s. **Rectifiers.** February 18. E.S.B. 2922/69/J.

Bulletin 18/69
Cajon Costarricense de Seguro Social:
*2s. (Press Notice in Spanish). **Pharmaceutical Products.** March 7. E.S.B. 2737/69/J.

CYPRUS

Bulletin 17/69
Tender Board:
*7s. **Veterinary Drugs, etc.** February 22. E.S.B. 2708/69/J.

GREECE

Bulletin 15/69
Public Power Corporation:
Topographical Instruments. February 15. E.S.B. 2096/69/J.
Electrical Instruments. February 25. E.S.B. 2097/69/J.

Bulletin 18/69
Tyres. February 25. E.S.B. 2719/69/J.

INDIA

Bulletin 14/69
Hindustan Copper Ltd.:
*3s. **Gravity Meter.** (Further Information.) E.S.B. 1552/69/J.
*32s. **Lettering Sets.** (Further Information.) E.S.B. 1549/69/J.
*3s. **Cameras.** (Further Information.) E.S.B. 1550/69/J.
*3s. **Turam.** (Further Information.) E.S.B. 1554/69/J.
*3s. **Induced Polarization Unit.** (Further Information.) E.S.B. 1553/69/J.

Rajasthan State Electricity Board:
*55s. **Isolators.** (Further Information.) E.S.B. 1036/69/J.

Hindustan Copper Ltd.:
*3s. **Dip Indicator.** (Further Information.) E.S.B. 1551/69/J.

Bulletin 15/69
Steel Tape. February 12. E.S.B. 2353/69/J.

Bakra Management Board:
*Circuit Breakers and Current Transformers. March 14. E.S.B. 1940/69/J.

Government of Maharashtra Irrigation and Power Department:
Construction of Ujjani Dam (Masonry Portion). March 11. E.S.B. 2095/69/J.

Bulletin 17/69
Directorate-General of Supplies and Disposals:
Guillotine Shearing Machine. This requirement will be obtained from indigenous sources. (Further Information.) E.S.B. 2550/69/J.
Reeling Machine. This requirement will be obtained from indigenous sources. (Further Information.) E.S.B. 1938/69/J.
Planing Machine. This requirement will be obtained from indigenous sources. (Further Information.) E.S.B. 1939/69/J.

UP State Electricity Board:
Nuts, Bolts, Spring Washers, Insulators, February 26. E.S.B. 2702/69/J.

Bulletin 17/69
Kolar Gold Mining Undertakings:
Sodium Cyanide. March 31. E.S.B. 2927/69/J.

IRAN

Bulletin 15/69
Iranian Carpet Company:
*1s. **Cochineal,** Closing date not specified. E.S.B. 2323/69/J.

IRAQ

Bulletin 15/69
Ministry of Economics:
*1s. **Tiles.** February 15. E.S.B. 2354/69/J.

Ministry of Municipal and Rural Affairs:
*16s. **Circuit Breakers.** (Further Information.) E.S.B. 1079/69/J.
*Electrical Project. (Further Information.) E.S.B. 1093/69/J.

Bulletin 16/69
Construction of Water Supply Scheme. Closing date postponed to March 8. (Further Information.) E.S.B. 37115/68/J.
*Construction of Sewer. Closing date postponed to February 22. E.S.B. 45177/68/J.

Ministry of Municipal and Rural Affairs:
*35s. **Water Supply Extension Scheme.** (Further Information.) E.S.B. 37861/68/J.
*58s. **Construction of Water Supply Scheme.** Closing date postponed to March 18. E.S.B. 36857/68/J.

Ministry of Oil and Minerals:
*8s. **Trucks and Tanks.** February 22. E.S.B. 2349/69/J.

Bulletin 18/69
State Organization for Industry:
Diamond Saws, Closing date not stated. E.S.B. 2734/69/J.

IRISH REPUBLIC

Bulletin 17/69
Corporation of Waterford:
Traffic Signals. February 28. E.S.B. 2911/69/J.

Dublin Health Authority:
Telephone Cable Distribution System. February 28. E.S.B. 2912/69/J.
PABX Telephone System. February 28. E.S.B. 2706/69/J.

JORDAN

Bulletin 14/69
Ministry of Supplies, Imports and Exports:
Satellite Earth Station. March 23. E.S.B. 2885/69/J.

Jordan Petroleum Refining Co.:
*2s. **Steel Pipe.** February 15. E.S.B. 2026/69/J.
*2s. **Fire Hose.** February 15. E.S.B. 2027/69/J.
*2s. **Foam Equipment.** February 15. E.S.B. 2028/69/J.

KUWAIT

Bulletin 15/69
Ministry of Electricity and Water:
*10s. **Pumps.** February 18. E.S.B. 2304/69/J.
*7s. **Steel Wire Rope.** February 23. E.S.B. 2305/69/J.
*9s. **Oil Well Cement.** February 18. E.S.B. 2306/69/J.
*8s. **Gas Cookers.** February 18. E.S.B. 2307/69/J.

Ministry of Electricity and Power:
*3s. **Water Mains Network.** Closing date not stated. E.S.B. 2308/69/J.

MALAWI

Bulletin 16/69
Medical Buying Board:
*5s. **Drugs and Pharmaceuticals.** February 27. E.S.B. 2389/69/J

MALAYSIA

Bulletin 14/69
Ministry of Information and Broadcasting:
*37s. **Sound Recording Machines; Studio Lighting Equipment.** February 25. E.S.B. 2049/69/J.

Bulletin 15/69
National Electricity Board:
*Transformers; Switchgear. (Further Information.) E.S.B. 1933/69/J.

Sabah Electricity Board:
*8s. **Storage Tanks.** February 24. E.S.B. 2320/69/J.

Bulletin 16/69
National Electricity Board:
*Construction of Piled Foundations. (Pre-qualification Information.) E.S.B. 2360/69/J.

Bulletin 17/69
State Tenders Board:
*8s. **Alternator Sets and Switchgear.** February 24. E.S.B. 2905/69/J.

Bulletin 18/69
Federal Tenders Board:
*15s. **Vehicles.** March 3. E.S.B. 2713/69/J.

MALTA

Bulletin 15/69
Treasury:
*Paper. February 20. E.S.B. 2302/69/J.
*Injectors. February 20. E.S.B. 2303/69/J.
*Diesel Engines. February 20. E.S.B. 2326/69/J.

Bulletin 18/69
*Pills and Tablets. February 27. E.S.B. 2786/69/J.
*Calico. February 27. E.S.B. 2787/69/J.
*Paper. February 27. E.S.B. 2788/69/J.
*Cast Iron Pipes and Special Fittings. February 27. E.S.B 2789/69/J.

MEXICO

Bulletin 13/69
Comision Federal de Electricidad:
*125s. (In Spanish). **Water Heaters.** February 26. E.S.B. 2022/69/J.
*116s. **Condensers and Accessories,** February 14. E.S.B. 2039/69/J.

MOZAMBIQUE

Bulletin 14/69
Ports, Railways and Transport Department:
Workshop Equipment, February 21. E.S.B. 2059/69/J.
Workshop Equipment, February 12. E.S.B. 2058/69/J.
Vehicle Spare Parts. February 24. E.S.B. 2060/69/J.
Workshop Equipment. February 17. E.S.B. 2054/69/J.
Abrasives. February 19. E.S.B. 2055/69/J.
*13s. (in Portuguese). **Smoke Flues and Heating Elements.** March 3. E.S.B. 2050/69/J.
*6s. (in Portuguese). **Steel Lining Plates.** February 13. E.S.B. 2051/69/J.
Workshop Equipment. February 14. E.S.B. 2057/69/J.

NEW ZEALAND

Bulletin 14/69
Post Office Headquarters:
*4s. **Spindles.** February 19. E.S.B. 2073/69/J.
*4s. **Radio Accessories,** February 21. E.S.B. 2074/69/J.

Bulletin 15/69
*4s. **Stay-Strand Wire.** February 28. E.S.B. 2321/69/J.

Bulletin 16/69
*7s. **Eyebolts and Shackles.** March 3. E.S.B. 2376/69/J.

Bulletin 17/69
Auckland Hospital Board:
*X-ray Equipment. (Further Information.) E.S.B. 1904/69/J.

Bulletin 18/69
Ministry of Works:
*10s. **Cotton Drill,** March 14. E.S.B. 2726/69/J.
*3s. **Cloth Repp,** March 3. E.S.B. 2725/69/J.

NIGERIA

Bulletin 17/69
Ministry of Health, Western State:
Pharmaceuticals; Hospital Supplies and Equipment; Domestic Gas. February 20. E.S.B. 2921/69/J.

Bulletin 18/69
Ministry of Education, Kano State:
Science Equipment; Chemicals. February 21. E.S.B. 2740/69/J.

PAKISTAN

Bulletin 15/69
Pakistan Western Railway:
*Railway Equipment. (Further Information.) E.S.B. 48668/68/J.

Bulletin 17/69
Directorate of Supply:
*12s. **Electrical Accessories.** February 26. E.S.B. 32221/68/J.

Bulletin 18/69
*9s. **Drilling Machine.** February 12. E.S.B. 2722/
*35s. **Workshop and Laboratory Equipment.** April 15. E.S.B. 2721/69/J.

Dacca Water Supply and Sewerage Authority:
Construction of Reservoirs. April 21. E.S.B. 2724/69/J.

SINGAPORE, REPUBLIC OF

Bulletin 16/69
Central Supplies Office:
*21s. **Duplicating Paper.** April 2. E.S.B. 2400/69/J.
*67s. **Laboratory Equipment.** February 26. E.S.B. 2399/69/J.

Singapore Polytechnic:
*20s. **Rubber and Plastics Equipment.** February 24. E.S.B. 2357/69/J.

Bulletin 17/69
Housing and Development Board:
*12s. **Lifts,** February 14. E.S.B. 2909/69/J.

Bulletin 18/69
Port of Singapore Authority:
Mechanical Equipment and Transit Sheds, February 21 E.S.B. 3806/69/J.

SOUTH AFRICA

Bulletin 18/69
Cape Provincial Tender Board:
*8s. **Radio Apparatus Test Equipment.** February 21. E.S.B. 2394/69/J.
*14s. **Surgical Instruments,** February 14. E.S.B. 2396/69/J.

SPAIN

Bulletin 18/69
Ministerio de Obras Publicas:
*19s. **Crane Buckets.** (Further Information.) E.S.B. 1007/69/J.

SUDAN

Bulletin 14/69
Posts and Telegraph Department:
*14s. **Cable.** February 15. E.S.B. 2079/69/J.
*7s. **Telephones,** February 17. E.S.B. 2080/69/J.

Sudan Railways:
*2s. **Tractors.** February 19. E.S.B. 2077/69/J.
*2s. **Wheel Press.** February 18. E.S.B. 2072/69/J.

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including
Fish and Meat Meals—Poultry Protein Meal—Veterinary Cod Liver Oils—Dried Yeasts—Toasted Soyas—Lucerne Meals—Dried Milk and Whey Products—Animal Feed Concentrates—Pet Trade Products and Foods
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SWAZILAND
Bulletin 16/69
Swaziland Government:
Grader Blades. February 21. E.S.B. 2358/69/J.
Fabricated Reinforcement. February 21. E.S.B. 2359/69/J.

SYRIAN ARAB REPUBLIC
Bulletin 13/69
Public Administration of Execution of Industrial Projects:
Onion Factory and Warehouse Plant. February 16. E.S.B. 2010/69/J.
Railway Management of the Hijaz:
Workshop Equipment. March 31. E.S.B. 2035/69/J.

THAILAND
Bulletin 13/69
Yanhee Electricity Authority:
*5s. **Turbines and Generators.** April 1. E.S.B. 2007/69/J.

TRINIDAD AND TOBAGO
Bulletin 13/69
Trinidad and Tobago Electricity Commission:
*5s. **Steel Structures.** March 14. E.S.B. 2023/69/J.
Bulletin 18/69
*3s. **Line Connectors.** February 25. E.S.B. 2720/69/J.

TUNISIA
Bulletin 15/69
Societe Tunisienne de Diffusion:
***Printing Paper.** February 27. E.S.B. 2330/69/J.
*58s. (In French) **Agricultural Equipment.** February 25. E.S.B. 2331/69/J.
Bulletin 16/69
Groupement des Importateurs de Papiers Industriel:
*15s. (In French) **Paper and Cardboard.** February 14. E.S.B. 3632/69/J.

TURKEY
Bulletin 14/69
Denizcilik Bankasi TAO Satinalma Komisyonu Baskanligi:
*5s. **Steel Stanchions.** February 12. E.S.B. 2071/69/J

Bulletin 16/69
*2s. **Anchors; Stud Link Chains.** February 12. E.S.B. 2347/69/J.
Denbzilik Bankasi TAO:
*6s. **Sea Coast Pharos.** February 17. E.S.B. 2902/69/J.
*2s. **Scuba Diving Equipment.** February 17. E.S.B. 2901/69/J.
*2s. **Radar Responder Beacon.** February 18. E.S.B. 2903/69/J.
Turkiye Demir de Celik Isletmeri:
*7s. **Steel Blooms.** (Further Information.) E.S.B. 1984/69/J.

UNITED ARAB REPUBLIC (EGYPT)
Bulletin 16/69
Alexandria Port Authority:
Egyptian Railways:
March 22. E.S.B. 2392/69/J.
Electric Lamps. March 3. E.S.B. 2391/69/J.
Bulletin 17/69
Electric Trains. Closing date postponed March 5. E.S.B. 40573/68/J.

UNITED STATES OF AMERICA
Bulletin 14/69
Corps of Engineers:
Cranes. (Advance Information.) E.S.B. 2081/69/J.
Bulletin 17/69
Bureau of Reclamation:
*59s. **Armature Winding for Generator Unit.** (Further Information.) E.S.B. 1524/69/J.

URUGUAY
Bulletin 17/69
COMPAU:
*95s. **Consultancy Service for Construction of Bridge.** (Further Information.) E.S.B. 45316/68/J.

Bulletin 17/69
Ministerio de Hacienda, Direccion General Impositiva:
*8s. **Electronic Computer System.** February 24. E.S.B. 2907/69/J.

VIETNAM
Bulletin 14/69
Industrial Development Centre:
*11s. **Fluorescent Tube Manufacturing Plant.** March 15. E.S.B. 2084/69/J.
*31s. **Electrolytic Copper Wire; Electric Wire and Cable Production Equipment.** March 15. E.S.B. 2085/69/J.
Bulletin 15/69
*18s. **Galvanizing Plant.** March 15. E.S.B. 2099/69/J.
*17s. **Galvanized and Corrugated Steel Sheets and Coils Manufacturing Plant.** March 15. E.S.B. 2100/69/J.

YUGOSLAVIA
Bulletin 14/69
Fabrika Gumenih Transportnih Traka I Klinastog Remenja Ballan:
*2s. **Rubber Conveyor and V Best Manufacturing Plant.** February 27. E.S.B. 47400/68/J.
Kombinat 'Jugoplastika':
*2s. **Shoe Making Machinery.** February 27. E.S.B. 47396/68/J.
Bulletin 16/69
Tekstilna Tovrana Medvode v Medvodak:
*1s. **Textile Machinery.** February 27. E.S.B. 47606/68/J.

ZAMBIA
Bulletin 15/69
Central Supply and Tender Board:
*18s. **Overhead Line Material.** February 21. E.S.B. 2082/69/J.
*13s. **Overhead Line Hardware.** February 21. E.S.B. 2083/69/J.

Opportunities for exporters—Agency inquiries, market reports, etc.

Brief details are given below of some inquiries for British goods, offers to represent British principals, market reports etc. published in recent issues of the **Export Service Bulletin.** *Copies of the Bulletins, which contained the original notices, and photocopies of any documents relating to them may be purchased by British firms.*

Orders for Bulletins (2s. each) and documents (The price of these varies. See individual notices) must be accompanied by a remittance for the correct amount in the form of a cheque or postal order (not postage stamps) made payable to the Principal Accountant, Board of Trade, and should state the country, commodity and reference number. However, firms which have opened Deposit Accounts with Export Services Branch, Board of Trade, may order Bulletins or photocopies by telephone, telex or letter unaccompanied by a remittance.

Note: *An asterisk in the text indicates that documents may be borrowed.*

All inquiries should be addressed to the Editor, **Export Service Bulletin,** *Board of Trade, Room H09, Hillgate House, 35 Old Bailey, London, E.C.4 Telephone:* 01-248 5757, *extns.* 7016, 7017. *Telex:* 886143. *Answer Back BOTHILLGATE LDN; Telegram: EXSERBRA.*

ALGERIA
Bulletin 14/69
Inquiry for medical and surgical rubber goods. E.S.B. 522/69/J.
Bulletin 17/69
Agency inquiry for submersible electric pumps. E.S.B. 48588/68/J.
Bulletin 18/69
Inquiry for woodworking machinery. E.S.B. 3873/69/J.

AUSTRALIA
Bulletin 14/69
Agency inquiry for art materials. E.S.B. 2474/69J.
Bulletin 15/69
Agency inquiry for microfilming equipment. E.S.B. 3066/69/J.

Bulletin 16/69
Agency inquiry for hot cathode fluorescent lamps. E.S.B. 3437/69/J.
Bulletin 17/69
Manufacture under licence – agency inquiry for electromedical instruments and apparatus; materials handling equipment; welding equipment. E.S.B. 41734/68/J.

AUSTRALIA – WAIVER OF BRITISH PREFERENCE
Bulletin 13/69
7s. Inquiry for milling machine. E.S.B. A/1/69/J.
Inquiry for gelatine cleaning and polishing machine E.S.B. M/1/69/J.
Bulletin 17/69
Inquiry for Packing machinery. E.S.B. M/2/69/J.
1s. Inquiry for veneer patching machine. E.S.B. B/1/69/J.

AUSTRIA
Bulletin 13/69
Inquiry for smokers' requisites. E.S.B. 3065/69/J.
Bulletin 14/69
Inquiry for bag lining; cotton fabrics. E.S.B. 41985/68/J.
Agency inquiry for refrigerators. E.S.B. 3046/69/J
Agency inquiry for electric hand power tools. E.S.B. 3103/69/J.
Bulletin 15/69
Agency inquiry for agricultural machinery; milk cooling equipment. E.S.B. 3177/69/J.
Bulletin 17/69
Inquiry for bathroom equipment. E.S.B. 3030/69/J.
Agency inquiry for hand and power tools. E.S.B. 3417/69/J.

BAHAMAS
Bulletin 16/69
Agency inquiry for china; floor tiles; gardening tools; hinges; linoleum. E.S.B. 38752/68/J.
Bulletin 17/69
Agency inquiry for electronic calculators. E.S.B. 3496/69/J.

BELGIUM
Bulletin 13/69
Agency inquiry for beer hoses. E.S.B. 1795/69/J

BOLIVIA
Bulletin 13/69
Inquiry for ice-cream cone machinery. E.S.B. 2545/69/J.

BRAZIL
Inquiry for steel plates. E.S.B. 3247/69/J.

BRUNEI
Bulletin 13/69
Inquiry for aquarium equipment. E.S.B. 2507/69/J.

BULGARIA
Bulletin 15/69
Foreign Trade Organization. E.S.B. 1268/G/J.

CANADA
Bulletin 13/69
Inquiry for biscuits; chocolates; confectionery. E.S.B. 2612/69/J.
Inquiry for propane gas equipment. E.S.B. 2187/69/J
Bulletin 14/69
*Agency inquiry for cord packing material; tape E.S.B. 883/69/J.
Bulletin 16/69
Inquiry for aviation and electronics. E.S.B. 34507/68/J.
Bulletin 17/69
Inquiry for asbestos millboard; gasket materials; gaskets; "O" rings. E.S.B. 3688/69/J.

CZECHOSLOVAKIA/USSR
Bulletin 18/69
Czechoslovak-Soviet Trade. E.S.B. 1209/G/J.

FINLAND
Bulletin 15/69
Agency inquiry for cotton shirting. E.S.B. 3209/69/J.
Bulletin 17/69
Inquiry for rolled steel sections. E.S.B. 3716/69/J.
Bulletin 18/69
Agency inquiry for curtaining; dress materials; shirt materials; sportswear materials. E.S.B. 48569/68/J.

FRANCE
Bulletin 13/69
Inquiry for central heating equipment, components and accessories. E.S.B. 2894/69/J.
Inquiry for boat repair facilities; diving suits and apparatus; marine engines and accessories; water skis. E.S.B. 2867/69/J.
Bulletin 14/69
Agency inquiry for carpets and rugs. E.S.B. 47173/68/J.
Bulletin 15/69
Inquiry for transistor cans. E.S.B. 518/69/J.
Inquiry for machine tools. E.S.B. 2892/69/J.
Bulletin 17/69
Agency inquiry for yarns. E.S.B. 3711/69/J.
Agency inquiry for furnaces. E.S.B. 3353/69/J.

(*Continued on next page*)

GERMANY, FEDERAL REPUBLIC OF

Bulletin 13/69
Inquiry for fertilizers; grains; milk after-products; pesticides. E.S.B. 529/69/J.
Agency inquiry for knitwear. E.S.B. 48445/68/J.
Inquiry for hematite; pig iron E.S.B. 3131/69/J.
Inquiry for castings and forgings; cast iron. E.S.B. 3070/69/J.

Bulletin 15/69
Inquiry for blouses; pullovers; shirts; tartan materials. E.S.B. 3280/69/J.
Inquiry for brass tubing. E.S.B. 34572/68/J.
Manufacture under licence – source of supply – antique gift articles; novelty articles; toys. E.S.B. 48492/68/J.
Agency inquiry for sheep-skins. E.S.B. 3279/69/J.
Agency inquiry for confectionery; delicatessen; jams and marmalades; spirits. E.S.B. 3158/69/J.

Bulletin 16/69
Inquiry for jewellery; wrist watch bracelets. E.S.B. 3636/69/J.
Inquiry for air-conditioning and ventilating equipment components; electronic components. E.S.B. 3638/69/J.
Inquiry for coke. E.S.B. 3683/69/J.

Bulletin 17/69
Agency inquiry for sports aircraft and ground equipment. E.S.B. 533/69/J.
Agency inquiry for spectacle frames. E.S.B. 3673/69/J.
Agency inquiry for electronic components. E.S.B. 3489/69/J.

EAST GERMANY/RUMANIA

Bulletin 13/69
Trade agreement E.S.B. 1209/G/J.

GHANA

Bulletin 14/69
Inquiry for air compressors; electric motors; medical technical equipment; pumps. E.S.B. 3157/69/J.

GREECE

Bulletin 14/69
Agency inquiry for electric motors. E.S.B. 48409/68/J.

Bulletin 15/69
Agency inquiry for speed reducing gear. E.S.B. 3165/69/J.

Bulletin 16/69
Inquiry for agricultural products and equipment; foodstuffs. E.S.B. 43133/68/J.

HONG KONG

Bulletin 14/69
Inquiry for giftware. E.S.B. 1741/69/J.

Bulletin 18/69
Agency inquiry for blankets for hotel and domestic use. E.S.B. 3633/69/J.

HUNGARY

Bulletin 15/69
Inquiry for builders' hardware; chemicals; cosmetics; fabrics; knitwear; shoes. E.S.B. 3367/69/J.

ICELAND

Bulletin 18/69
Market report on construction and earthmoving machinery. E.S.B. 46841/67/J.

INDIA

Bulletin 14/69
Inquiry for photocopying equipment scientific instruments. E.S.B. 48313/68/J.

Bulletin 15/69
Inquiry for oxymeter. E.S.B. 14798/68/J.

Bulletin 17/69
Inquiry for potato grading machinery. E.S.B. 3457/69/J.

IRAQ

Bulletin 16/69
Inquiry for oil filter production plant and materials. E.S.B. 39386/68/J.

Bulletin 17/69
Agency inquiry for construction materials; glass; iron and steel products; pipes and fittings; sanitary materials, equipment and accessories; timber and wood. E.S.B. 947/69/J.

Bulletin 18/69
Inquiry for activated charcoal. E.S.B. 3354/69/J.

ISRAEL

Bulletin 13/69
Agency inquiry for contractors' plant. E.S.B. 3013/69/J.
Agency inquiry for interior decoration materials and accessories. E.S.B. 2525/69/J.

Bulletin 14/69
Agency inquiry for woollen and worsted fabrics. E.S.B. 47569/68/J.
Agency inquiry for finishing machinery; knitting machinery; latch needles; weaving machinery; yarns. E.S.B. 3011/69/J.

Bulletin 15/69
Inquiry for motors – further information. E.S.B. 41724/68/J.

Bulletin 16/69
Agency inquiry for wools, fibres and yarns. E.S.B. 3364/69/J.

Bulletin 18/69
Agency inquiry for tweeds; woollen fabrics; woollen and worsted piece goods. E.S.B. 3338/69/J.
Agency inquiry for oil space heater. E.S.B. 40954/68/J.

ITALY

Bulletin 13/69
Manufacture under licence – machine tools. E.S.B. 2556/69/J.
Manufacture under licence – marine paints. E.S.B. 2616/69/J.
Inquiry for toys. E.S.B. 2579/69/J.
Agency inquiry for women's and children's clothing. E.S.B. 2621/69/J.
Agency inquiry for linen cloth. E.S.B. 29002/68/J.
Inquiry for haematite iron. E.S.B. 2576/69/J.
Inquiry for furnace; circular and tunnel sand blasting machines. E.S.B. 46666/68/J.

Bulletin 14/69
Agency inquiry for corsetry; knitwear; leather and suede clothing; swimwear and beachwear. E.S.B. 2596/69/J.
Inquiry for tennis shoes. E.S.B. 2592/69/J.
Inquiry for sugar. E.S.B. 3161/69/J.
Agency inquiry for box spanners; roll bearings ancillary equipment. E.S.B. 45321/68/J.

Bulletin 15/69
Inquiry for compressors; thermostats. E.S.B. 45738/68/J.
Inquiry for naval goliath-type crane. E.S.B. 2580/69/J.
Agency inquiry for compasses and navigation equipment; electronic equipment for fishing vehicles; hydraulic equipment for ships and trawlers. E.S.B. 2625/69/J.

Bulletin 18/69
Agency inquiry for radio and telecommunications equipment. E.S.B. 3639/69/J.

ITALY/CZECHOSLOVAKIA

Bulletin 13/69
Trade agreement. E.S.B. 1209/G.

ITALY/RUMANIA

Bulletin 13/69
Trade agreement. E.S.B. 1209/G/J.

JAMAICA

Bulletin 13/69
Agency inquiry for electric lamps; giftware; motor car parts and accessories; upholstery materials; vases. E.S.B. 48534/68/J.

Bulletin 15/69
Inquiry for furnishing fabrics; light fittings; matching wallpaper, drapes and upholstery; non-iron bed linen. E.S.B. 33486/68/J.

JAPAN

Bulletin 16/69
World Exposition, Osaka 1970. E.S.B. 38711/68/J.

JORDAN

Bulletin 17/69
Inquiry for hospital equipment. E.S.B. 39624/68/J.

LEBANON

Bulletin 17/69
Agency inquiry for carpets; shoe making machinery, equipment and materials. E.S.B. 3006/69/J.

LIBYA

Bulletin 14/69
Inquiry for prefabricated buildings. E.S.B. 3206/69/J.

MALAYSIA

Bulletin 17/69
1s. Inquiry for chemicals; pharmaceuticals. E.S.B. 3587/69/J.

MALTA

Bulletin 17/69
Agency inquiry for blankets; candlewick bedspreads and bath sets; flannelette sheeting; jute carpets; plastic sheeting. E.S.B. 41718/68/J.

MEXICO

Bulletin 13/69
Inquiry for electric furnace; rolling mill equipment; scrap metal baler and shears. E.S.B. 2835/69/J.

Bulletin 14/69
Inquiry for crankshaft grinding machines and reamers; milling machines; radial drills; steering wheels. E.S.B. 660/69/J.

Bulletin 15/69
Inquiry for jam making equipment. E.S.B. 2877/69/J.

MOROCCO

Bulletin 13/69
Inquiry for grease plant. E.S.B. 3063/69/J.

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NIGERIA

Bulletin 13/69
Inquiry for diecasting machinery; engineering workshop equipment; grinding machinery; machine tools. E.S.B. 44675/68/J.

Bulletin 17/69
Inquiry for paper making machinery and spare parts. E.S.B. 40296/68/J.

NORWAY/HUNGARY

Bulletin 16/69
Trade agreement. E.S.B. 1209/G/J.

POLAND/CZECHOSLOVAKIA

Bulletin 13/69
Trade agreement. E.S.B. 1209/G.

PORTUGAL

Bulletin 15/69
Inquiry for biscuit rolling mill; biscuit wrapping machine. E.S.B. 3271/69/J.

Bulletin 17/69
Agency inquiry for toilet, and cosmetic brushes. E.S.B. 2584/69/J.

SIERRA LEONE

Bulletin 15/69
Agency inquiry for cosmetics and general sundries; medicines; perfumery; soaps. E.S.B. 3049/69/J.
Agency inquiry for cosmetics. E.S.B. 3050/69/J.

Bulletin 16/69
Agency inquiry for soaps; toothpaste; tooth powder. E.S.B. 46801/68/J.

SINGAPORE, REPUBLIC OF

Bulletin 18/69
Agency inquiry for magazines; sporting goods. E.S.B. 3441/69/J.

SOUTH AFRICA

Bulletin 14/69
Agency inquiry for bone china; glassware; leatherware; pottery. E.S.B. 2359/69/J.

Bulletin 17/69
Manufacture under licence – anti-corrosive coatings; marine paints. E.S.B. 3330/69/J.

SUDAN

Bulletin 13/69
Restriction of imports. E.S.B. 1209/G/J.

SWEDEN

Bulletin 14/69
Agency inquiry for angling equipment. E.S.B. 3137/69/J.

Bulletin 16/69
Inquiry for fluorescent and spotlight fittings; hose; lamps. E.S.B. 46215/68/J.

Bulletin 17/69
Market report on agricultural machinery. E.S.B. 543/69/J.

SWITZERLAND

Bulletin 14/69
Inquiry for pewterware. E.S.B. 3163/69/J.
Inquiry for capacitors. E.S.B. 3138/69/J.
*Manufacture under licence – sources of supply – canine vaccine; plastic packings; disposable syringes. E.S.B. 48488/68/J.

Bulletin 15/69
Agency inquiry for bedspreads; carpeting; furnishing fabrics. E.S.B. 3141/69/J.
Agency inquiry for clothing novelties; menswear accessories. ES.B. 2629/69/J.
Inquiry for carbon. E.S.B. 3205/69/J.

Bulletin 16/69
Inquiry for self-adhesive tapes and labels. E.S.B. 25218/68/J.
Inquiry for relays. E.S.B. 3477/69/J.

Bulletin 17/69
Agency inquiry for leather clothing. E.S.B. 48434/68/J.
Agency inquiry for suede, leather and sheepskin clothing. E.S.B. 3171/69/J.

SYRIAN ARAB REPUBLIC

Bulletin 16/69
Inquiry for tractor spare parts. E.S.B. 2549/69/J.

SYRIAN ARAB REPUBLIC/QATAR

Bulletin 13/69
Trade agreement. E.S.B. 1209/G/J.

THAILAND

Bulletin 17/69
Agency inquiry for sodium benzoate BP. E.S.B. 3411/69/J.

TRINIDAD/TOBAGO

Bulletin 13/69
Agency inquiry for moulding machinery. E.S.B. 3015/69/J.

Bulletin 17/69
Inquiry for safes. E.S.B. 3712/69/J.

Bulletin 18/69
Agency inquiry for electrical equipment. E.S.B. 3605/69/J.

TURKEY

Bulletin 14/69
Agency inquiry for boilers; current breakers; diesel engines; switchgear; switches; transformers; turbines. E.S.B. 28249/68/J.

Bulletin 15/69
Manufacture under licence – agricultural machinery and implements. E.S.B. 47738/68/J.

UGANDA

Bulletin 13/69
Inquiry for tiles. E.S.B. 3039/69/J.

Bulletin 15/69
Inquiry for cableway for carrying sugar cane. E.S.B. 3164/69/J.

Bulletin 18/69
Inquiry for monolithic floor material. E.S.B. 3887/69/J.

UNITED ARAB REPUBLIC (EGYPT)

Bulletin 16/69
Inquiry for carbon paper making machinery. E.S.B. 3627/69/J.

UNITED STATES OF AMERICA

Bulletin 13/69
Inquiry for steel. E.S.B. 2835/69/J.
Trade shows to be held in the upper mid west. E.S.B. 2678/69/J.

Bulletin 14/69
Inquiry for hunting and fishing knives. E.S.B. 2140/69/J.
Inquiry for steel castings. E.S.B. 1492/69/J.
Inquiry for blast cleaning room and allied equipment; plate and angle rolling machine. E.S.B. 2260/69/J.

Bulletin 15/69
Inquiry for wall and floor tiles. E.S.B. 3246/69/J.
*Inquiry for worm gears.. E.S.B. 1830/69/J.
2s. Inquiry for copper and brass tubing. E.S.B. 3193/69/J.
Inquiry for sporting goods. E.S.B. 3252/69/J.

Bulletin 17/69
Inquiry for phosphate ester plant extension. E.S.B. 3574/69/J.

ZAMBIA

Bulletin 14/69
Inquiry for baby products; druggists sundries; patent medicines. E.S.B. 2626/69/J.

Bulletin 17/69
2s. Inquiry for cutting and polishing grinding wheels; hot rolled sheet; nail wire; sanding discs; screws. E.S.B. 950/69/J.
1s. Inquiry for bulk carrier vessels. E.S.B. 3640/69/J.

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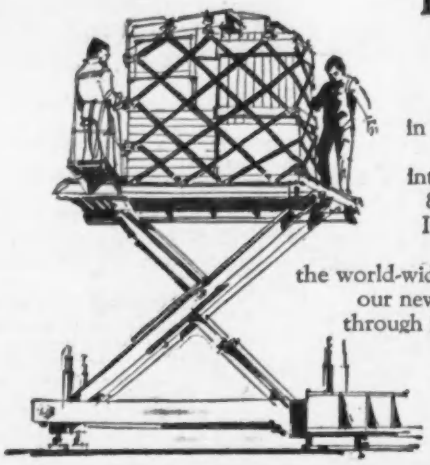
Introducing the 16-ton look for Italy-bound freight



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ALITALIA CARGO SYSTEM

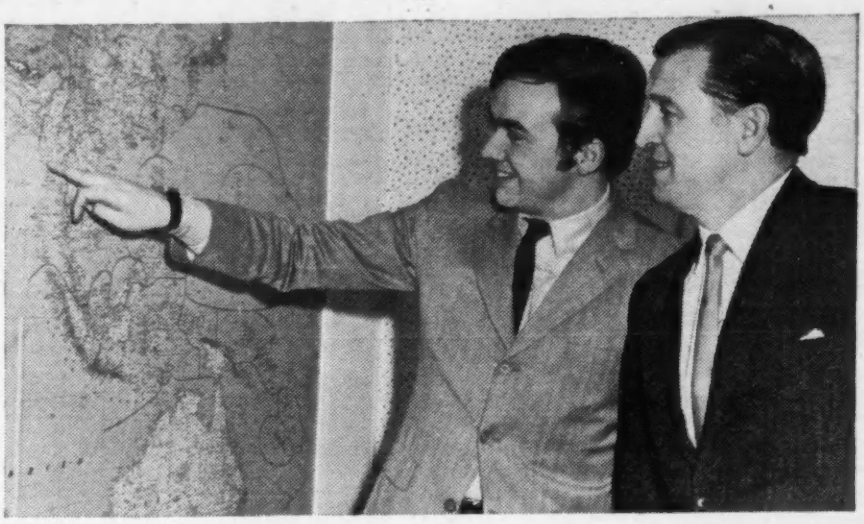
Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the December 20 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Board of Trade (see page 175 of the January 17 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel.* 01-248 5757).

Extensive ME tour

MR. N. E. MAVRIKAKIS, senior sales engineer of the Power-Gas Corporation Ltd., of Stockton-on-Tees (a member of the Davy-Ashmore Group), has left for a prolonged sales tour of the Middle East. Among the countries he will visit are Saudi Arabia, Abu Dhabi, Dubai, Kuwait, Iraq, Lebanon and Jordan. Mr. Mavrikakis will be meeting leading businessmen in order to assess the plans for expansion in the Arab countries, in the industries for which Power-Gas supplies complete plants, i.e. petroleum, petrochemicals, chemicals, fertilizers, industrial gases and non-ferrous metals. He will return at the end of February.

World tour for JCB executives



Two executives of J. C. Bamford Excavators Ltd., of Uttoxeter, Staffs., have left for a world tour lasting eight weeks. They are Mr. A. P. Bamford, a director, and Mr. H. Wilson, export sales director. Their extensive sales campagn starts with dealer visits in Thailand, Singapore and Malaysia. This will be followed by a visit to Australia, where Mr. Wilson and Mr. Bamford will officially open new headquarters for JCB Australia Pty in Sydney. The new premises will provide JCB service and parts to dealers throughout the country.

The next call will be to the Philippine Islands, followed by a visit to Japan. Here, JCB excavators are manufactured and sold under licence by Fuji Shoji Kaisha. Extensions to the existing licence contract will be discussed.

In Canada, JCB's marketing company at Burlington, Ontario, will be visited to finalize further dealer appointments, and Mr. Wilson and Mr. Bamford will also attend the Conexpo 69 Exhibition in Chicago. After further business calls in the United States, they expect to return during early March. (Above) Mr. Anthony Bamford (left) and Mr. Wilson study their route before departure.

Mr. John A. MacConochie, chairman of the Furness Withy Group (right) and Mr. John Kiernan (left), a manager of Furness Withy and chairman of the London Port Employers Association, seen before leaving for Russia, where they will spend 10 days visiting Moscow and Leningrad where they will have talks ranging over the entire shipping scene, including discussions on the quicker turnround of Russian ships in the Port of London. The visit is taking place at the instigation of Furness, Withy & Co. Ltd. in association with the Anglo Soviet Shipping Company.

HOPBEG Far East mission

SEVENTEEN member firms of HOPBEG – the Hotel and Public Building Equipment Group formed last year on BNEC initiative – are now in Singapore on the first hard-selling mission to be mounted by the group. The mission follows the recent market survey of Malaysia, Australia and New Zealand undertaken by Mr. Michael King, HOPBEG's executive director.

In Singapore the mission hopes to emphasise what member companies can supply to meet the needs of the hotel and tourist industries overseas, particularly in developing areas. A similar mission to Cyprus is being planned.

Mobile showroom to tour Europe

As a further boost to its export drive in Europe, Marconi Instruments Ltd., St. Albans, Herts., has taken delivery of a 36 feet long, mobile showroom, which will carry over £15,000 worth of British electronic instruments. The unit will tour Europe giving on the spot demonstrations of the company's range of electronic equipment.

The mobile showroom is currently on a sales tour of Spain. During the rest of the year it will also visit Italy, Switzerland, Austria, Germany, Belgium, Finland, Sweden, Norway, Denmark and France.

Six-week export drive

MR. BRIAN E. TALBOT, sales director of H. Reeve Angel & Co. Limited, of London, recently returned from a six-week export drive to 10 countries, which included the Eastern Mediterranean countries, Iran, Pakistan and India. A major aspect of the tour was a conference, in Bombay, of 16 of the company's appointed Indian distributors for the 'Whatman' filter paper and chromatography paper ranges, for which Reeve Angel are the sole selling agents throughout the world.

Before and during the Indian conference, arrangements were discussed for extending the 'Whatman' market. Some of the notable features during the tour of other countries included re-establishment of contacts in the Egyptian State trading companies. Substantial new business is expected from Iran and the appointment of a new agent/stockist for the firm's products in Austria should consolidate the company's market there.

Delegates' follow-up visit

Mr. J. C. Dunn

As the result of the interest shown by buyers at the Brno International Fair in Czechoslovakia, and the British Industrial Exhibition, at Bucharest, Rumania, a four man delegation is currently visiting Prague, Bucharest and Budapest to follow up the various inquiries received at the fairs. Led by Mr. J. C. Dunn, managing director, Lancastria International Ltd., the delegates are Mr. S. Morris, general manager, Firth Cleveland Group, Mr. D. Butler of the Firth Cleveland Fastenings Ltd., and Mr. W. D. Botterill, Ransome and Marles Bearings Co. Ltd.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

DENMARK

Import licensing

THE FOLLOWING LIST shows the commodities for which import licences are required on entry into Denmark. It supersedes that published on page 639 of the *Board of Trade Journal* of February 23, 1968, and takes into account all liberalization to date.

Customs Tariff No.	Commodity
ex 01.02	Live animals of the bovine species *except* breeding animals
ex 01.04	Live sheep and goats *except* breeding animals
ex 01.05	Live poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) *except* breeding animals
02.01	Meat and edible offals of the animals falling within heading Nos. 01.02, 01.03, 01.04 fresh, chilled or frozen
02.02	Dead poultry (that is to say, fowls, ducks, geese, turkeys and guinea fowls) and edible offals thereof (*except* liver), fresh chilled or frozen
02.03	Poultry liver, fresh, chilled, frozen, salted or in brine
02.05	Unrendered pig fat free of lean meat and unrendered poultry fat, fresh, chilled, frozen, salted, in brine, dried or smoked
ex 02.06	Meat and edible meat offals of the animals falling within heading Nos. 01.02, 01.03 and 01.04 (*except* poultry liver) salted, in brine, dried or smoked
ex 03.03	Oysters *except* spat
04.01	Milk and cream, fresh, not concentrated or sweetened
04.02	Milk and cream, preserved, concentrated or sweetened
04.03	Butter
04.05	Birds' eggs and egg yolks, fresh, dried or otherwise preserved, sweetened or not
04.06	Natural honey
ex 06.01	Bulbs, dormant, in growth or in flower of the following kinds: hyacinths, narcissus and tulipa
06.03	Cut flowers and flower buds of a kind suitable for bouquets or for ornamental purposes, fresh
ex 07.01	The following vegetables fresh or chilled; gherkins and cucumbers; celery and celeriac, cauliflower, brussels sprouts and cabbages; carrots, horse-radish and beetroot; potatoes *except* seed potatoes; sweet capsicum (capsicum grossum); leeks and onions *except* onions for planting with a maximum cross section of 21 mm, garlic and chives; chicory cichorium intybus) lettuce (lactuca sativa) and tomatoes
ex 07.02	The following vegetables (whether or not cooked) preserved by freezing: beans, red cabbage, spinach and peas and mixtures containing any of these vegetables
ex 07.03	The following vegetables, provisionally preserved in brine, in sulphur water or in other preservative solutions, but not specially prepared for immediate consumption: gherkins and cucumbers; celery and celeriac; cauliflower, brussels sprouts and cabbages; carrots, horse-radish and beetroot; potatoes, sweet capsicum (capsicum grossum); leeks and onions; chicory (cichorium intybus) and lettuce (lactuca sativa); tomatoes; mixtures containing any these vegetables
ex 08.06	Apples, pears, fresh
ex 08.07	Cherries and plums of all kinds, fresh
ex 08.08	The following berries, fresh: raspberries, strawberries, white, red and blackcurrants
ex 08.09	Netted melons, fresh
ex 08.10	The following fruits (whether or not cooked), preserved by freezing, not containing added sugar; pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings Apples, plums of all kinds, red and whitecurrants and blackcurrants and mixtures containing any of these fruits in packings with a gross weight of more than 2 kgs. each
ex 08.11	The following fruits provisionally preserved in brine, sulphur water or in other preservative solutions, but not specially prepared for immediate consumption; apples, pears, plums of all kinds, raspberries, strawberries, red and white currants and blackcurrants and mixtures containing any of these fruits
ex 09.01	Coffee, whether or not roasted or free of caffeine; coffee substitutes containing coffee in any proportion
10.01	Wheat and meslin (mixed wheat and rye)
10.02	Rye
10.03	Barley
10.04	Oats
10.05	Maize
10.07	Buckwheat, millet, canary seed and grain sorghums; other cereals
ex 11.01	Cereal flours, *except* rice flour
ex 11.02	Cereal groats and cereal meal, *except* maize grits of buckwheat and millet; other worked cereal grains (for example rolled, flaked, polished, pearled or kibbled but not further prepared), *except* husked, glazed, polished or broken rice and of buckwheat and millet; germ of cereals, whole, rolled, flaked or ground
11.05	Flour, meal and flakes or potato
ex 11.06	Flour and meal of sago; manoic root, arrowroot and other roots and tubers falling within heading No. 07.06 *except* for animal feeding and salep
ex 11.08	Starches, *except* salep; inulin
11.09	Gluten and gluten flour, roasted or not
ex 12.01	Rapeseed, whole or broken
12.04	Sugar beet, whole or sliced, fresh, dried or powdered; sugar cane
ex 15.01	Lard and other rendered pig fat; rendered poultry fat, *except* for technical purposes
ex 15.02	Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats, *except* for technical purposes
ex 15.03	Lard stearin, oleostearin and tallow tearin; lard oil, oleo oil and tallow oil, not emulsified or mixed or prepared in any way, *except* for technical purposes
ex 15.13	Imitation lard and other prepared edible fats
16.01	Sausages and the like, of meat, meat offal or animal blood
ex 16.02	Other prepared or preserved meat or meat offal, *except* pate de foie gras and meat and meat offal from animals classified under headings 01.01 (i.e. live horses, asses, mules and hinnies) and 01.06 (i.e. live animals other than swine, sheep, goats, poultry and animals of the bovine species)
17.01	Beet sugar and cane sugar, solid
ex 17.02	Other sugars, *except* milk sugar (lactose) and lactose syrups; sugar syrups; artificial honey (whether or not mixed with natural honey); caramel
ex 17.03	Molasses, whether or not decolourized *except* for animal feeding
ex 17.04	Fondant, pastes, creams and similar intermediate products, in bulk, with an added sweetening matter content of 80 per cent or more
ex 17.05	Flavoured or coloured sugars, syrups and molasses, but not including fruit juices containing added sugar in any proportion, *except* vanilla sugar and vanillen sugar
19.03	Macaroni, spaghetti and similar products
ex 19.04	Tapioca and sago; tapioca and sago substitutes obtained from potato or other starches, *except* salep grain and flakes
ex 20.02	The following vegetables prepared or preserved otherwise than by vinegar or acetic acid; beans, potatoes, red cabbage, spinach and peas and mixtures containing any of these vegetables
ex 20.03	The following fruits, preserved by freezing, containing added sugar: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red and whitecurrants and blackcurrants and mixtures containing any of these fruits – in packings with a gross weight of more than 2 kgs. each
ex 20.06	The following fruits, otherwise prepared or preserved, whether or not containing added sugar or spirit: pears, cherries, raspberries and strawberries and mixtures containing at least 30 per cent by weight of any of these fruits – irrespective of the size of the packings. Apples, plums of all kinds, red and whitecurrants and blackcurrants and mixtures containing any of these fruits – in packings with a gross weight of more than 2 kgs. each
ex 20.07	The following fruit juices whether or not containing added sugar, but unfermented and not containing added spirit: of apples, pears, cherries raspberries, elderberries, strawberries, red and whitecurrants and blackcurrants, and mixtures containing juices of these fruits
ex 21.07	Sweet fat (sweet fat mixtures)
22.05	Wine of fresh grapes; grape must with fermentation arrested by the addition of alcohol
22.06	Vermouths, and other wines of fresh grapes flavoured with aromatic extracts

Customs Tariff No.	Commodity
22.08	Ethyl alcohol or neutral spirits, undenatured, of a strength of 80 deg. or higher; denatured spirits (including ethyl alcohol and neutral spirits) of any strength
ex 22.09	Ethyl alcohol, undenatured, of a strength under 80 deg.
23.02	Bran and other residues derived from the sifting, milling or working of cereals or of leguminous vegetables
ex 23.03	Maizegluten feed
ex 71.07	Gold, including platinum-plated gold, unwrought or semi-manufactured, *except* gold foil
ex 72.01	Gold coin

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

IRISH REPUBLIC

Import quota

THE GOVERNMENT of the Irish Republic have announced the following quota under the Control of Imports Acts, 1934 to 1964:

Quota No.	Goods	Period	Quota
2	Cycle tyres and inner tubes manufactured in certain countries	February 1, 1969 to January 31, 1970	200 articles

Note: These restrictions do not apply to imports from the United Kingdom or other OECD countries.

AUSTRIA

New labelling regulations

HM EMBASSY in Vienna reports that the Austrian Ministry of Trade has issued new regulations governing the compulsory labelling of certain specified kinds of prepacked food.

These regulations will come into effect on January 1, 1970.

Further details about these regulations can be obtained from Tariff Section, Export Services Branch, Board of Trade, Room E53, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

PORTUGAL

Drawback of import duty

THE PORTUGUESE *Diarios do Governo* First Series Nos. 287, 288, 291, 292 and 293 dated December 6, 7, 11, 12 and 13, 1968, respectively, published orders authorizing the import under the drawback system of various products as follows:

Portaria No. 23755

1. Polyethylene and polypropylene, classified under BN Tariff heading 39.02.04, when these are the only raw materials to be used in the manufacture of the following articles for export: yarns, strip and similar of any width, ropes, nets, mats, fabrics, and sacks made of such fabrics or those obtained from a base of flexible sheets (film) or from sleeves (tubing).

2. That for every 100 kilograms of manufactured articles exported, the duties corresponding to 100 kilograms of the raw material imported shall be refunded.

3. The exportation of the manufactured goods shall be effected within two years from the date of importation of the respective raw material.

4. The present ordinance revokes Ordinance No. 23539 of August 19, 1968.

Portaria No. 23759

1. Textile man-made fibres, whether continuous or discontinuous, intended to be made into fabrics destined for the manufacture of clothing apparel, household linen or for interior furnishings, which in turn are destined to be exported under the protection of the same procedure. These fabrics can be woven either with only one of these imported fibres or with mixtures of these fibres alone or in conjunction with other fibres, whether natural or not, not having been imported under the drawback procedure.

2. The order gives details of the conditions under which duty shall be refunded.

Portaria No. 23766

1. Woven fabrics of man-made fibres, classified under BN tariff heading 56.07, destined for the manufacture of mosaic parquet for export.

2. The amount to be refunded shall be determined by Ministerial order, in each particular case.

Decreto No. 48758

1. Single nylon or polyester yarn destined for the manufacture of textured or textured and stabilized yarns.

2. For every 100 kilograms (net weight) of white yarn, textured or textured and stabilized yarn exported, the duties corresponding to 100 kilograms (net weight) of single yarn imported shall be refunded.

3. For every 100 kilograms (net weight) of coloured yarn textured or textured and stabilized exported, the duties corresponding to 93 kilograms (net weight) of single yarn imported shall be refunded.

4. The export of textured yarn or textured and stabilized yarn to which this Decree refers, must be effected within two years from the date of importation of the respective raw material.

5. The present Decree revokes Decree No. 47830 of August 3, 1967.

Decreto No. 48759

1. Synthetic fibres, classified under BN Tariff heading 51.01.02, destined to the manufacture of yarns, cables, or ropes.

2. For every 100 kilograms (net weight) of yarns cables or ropes exported, the duty corresponding to 100 kilograms of imported synthetic fibres shall be refunded.

3. The export of yarns, cables and ropes to which this Decree refers, must be effected within two years from the date of importation of the respective raw material.

4. The present Decree revokes Decree 44466 of July 17, 1962.

Decreto No. 48761

1. Yarn of man-made fibres, classified under BN tariff headings 51.01.02 and 56.05.02 destined for the manufacture of fishing nets.

2. The actual weight of the yarn imported will be that which appears on the documents when cleared through customs, and will serve to calculate the duties to be refunded.

3. The duties corresponding to the man-made fibres contained in fishing nets exported will be refunded provided that they are solely made from man-made fibres.

4. The export of fishing nets to which this Decree refers must be effected within two years from the date of importation of the respective raw material.

5. The present Decree revokes Decree No. 42197 of March 30, 1959.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 460 or 462).

GREECE

State controlled banderoles for alcohol

IT HAS BEEN announced in the Greek Government *Gazette* that all bottles of alcohol imported from abroad and all bottles imported for local bottling of local manufactured alcoholic beverages must henceforth carry a 'state-controlled' banderole.

This will not apply to alcohol imported by travellers for personal use, or to alcohol intended for foreign missions to Greece, or for members of the Diplomatic Corps.

No details of this banderole are yet available, but they will be published in the *Board of Trade Journal* as soon as possible.

All inquiries arising from this notice should be addressed to Board of Trade, Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466 and 467).

(GREECE, *continued on next page*)

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GREECE, *continued*

Luxury tax on alcohol

THE Greek Ministry of Finance has announced that with effect from January 10 the luxury tax on bottled alcoholic beverages such as whisky, gin or vodka, is increased from 40 per cent to 80 per cent *ad valorem*.

It is not yet known whether this applies to all spirits and not simply those named. Further details will be published as soon as they are available.

All inquiries arising from this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 482, 466, 467).

ITALY

Manufacturing Tax and Frontier Surtax on yarns of man-made textile fibres and wool

ITALIAN DECREE LAW NO. 1157, which came into force on December 12, 1967, introduces rates of Manufacturing Tax and corresponding Frontier Surtax on certain man-made fibre strip.

In the same Decree Law it is announced that the Manufacturing Tax and the corresponding Frontier Surtax on woollen yarns, which were replaced on October 10, 1965, by an additional Compensatory Tax, will be reimposed from January 1, 1970.

A previous notice on man-made yarns was published in the *Board of Trade Journal* of December 18, 1964, and a notice on changes of taxation on woollen yarns and manufacture was published in the *Board of Trade Journal* of January 20, 1966.

Details of the rates of tax applicable may be obtained from Export Services Branch (Tariff Section), Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-24 35757, Ext. 466, 467 and 482).

FRANCE

Exchange control regulations

THE *Board of Trade Journal* of December 13, 1968 (page 1617), published details of a circular in the French *Journal Officiel* of December 4, which dealt with the forward buying of foreign exchange.

A circular dated January 17, 1969, announced that the list of goods for which forward buying is allowed within the limit of one month has been extended from 21 items to 81 items, still mainly raw materials, with the addition of some meat, fish, vegetables and live animals.

A second list, which includes seven of the items on the original list, was published in the same circular. For these items, again mainly raw materials, forward buying is allowed within a limit of three months.

Inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Import restrictions: rosin

THE FRENCH *Journal Officiel* of January 15 announced that rosin, including 'resinous pitch' (Tariff No. 38.08A), will continue to be subject to quantitative restrictions when imported from the member countries of the former OEEC, the United States and Canada, until December 31, 1969.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288), where the full French text may be seen.

Imports of garlic

THE FRENCH *Journal Officiel* of January 11 announced that garlic (Tariff No. 07.01 ex H) originating in and imported from all countries other than member countries of the EEC may be imported into France from January 15 to May 15, 1969.

Conditions under which imports may be admitted are those defined in an arrêté of January 30, 1967 (Article 4) relating to liberalized products.

The garlic must conform to the common standards of quality as set out in EEC Regulation No. 10/65 of January 26, 1965.

Inquiries concerning this notice should be addressed to the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288) where the full French text may be seen.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes*.

The French text of the Regulations and Decisions may be seen on application to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course unofficial translations of the Regulations will be published by HMSO.

EGGS

Regulation (CEE) No. 95/69 applies **Regulation (CEE) No. 1619/68** concerning certain standards of sale applicable to eggs (*Journal Officiel* No. L13 dated January 18, 1969).

MILK AND MILK PRODUCTS

Regulation (CEE) No. 62/69 relates to a tender for cheese held in stock by the Dutch Intervention organization (*Journal Officiel* No. L9 dated January 15, 1969).

Regulation (CEE) No. 63/69 relates to tendering for the disposal of butter held in stock by the German, French and Dutch Intervention organizations (*Journal Officiel* No. L9 dated January 15, 1969).

Regulation (CEE) No. 64/69 relates to a tender for the disposal of butter held in stock by the French Intervention organization (*Journal Officiel* No. L9 dated January 15, 1969).

Decision No. 69/1/CEE authorizes Germany to sell at a reduced price butter from public stock to be used in the manufacture of concentrated butter for users of large quantities (*Journal Officiel* No. L9 dated January 15, 1969).

Tenders for the disposal of butter as in **Regulations (CEE) 63/69** and **64/69** above are published periodically in the *Journal Officiel des Communautés Européennes*, and details of these will not in future be published in the *Board of Trade Journal*. Full information about such Regulations may be obtained on application to the address given above.

Tariff quotas in the EEC

THE *Journal Officiel des Communautés Européennes* No. L13 dated January 18, 1969, contains the text of Regulations setting up community quotas for certain products. Details of these quotas, which are valid for the period January 1, 1969, to December 31, 1969, are set out below.

Regulation (CEE) No. 88/69 sets up a community tariff quota for 30,000 tonnes of tunny fish (common customs tariff No. 03.01 B1b), fresh, frozen or chilled, whole, headed or in pieces, intended for preservation, at a 'nil' rate of duty. Twenty-seven thousand tonnes of this quota have been allocated on the following basis:

France	976 tonnes
Italy	25,928 tonnes
Belgo-Luxembourg Economic Union	96 tonnes

The remaining 3,000 tonnes will form a reserve available to member countries who use 90 per cent or more of their original allocation. Details of the methods of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

Regulation (CEE) No. 89/69 sets up a community tariff quota for 34,000 tonnes of cod (common customs tariff No. 03.02 A1b), whole, headed or in pieces, salted, brined or dried, at a 'nil' rate of duty. Thirty-one thousand tonnes of this quota have been allocated on the following basis:

Germany	775 tonnes
France	155 tonnes
Italy	26,350 tonnes
Netherlands	310 tonnes
Belgo-Luxembourg Economic Union	3,410 tonnes

The remaining 3,000 tonnes will form a reserve available to mem-

ber countries, who use 90 per cent or more of their original allocation. Details of the method of allocation and of the conditions attached to the whole quota may be obtained from the Export Services Branch at the address given below.

The French text and details of the Regulations referred to above may be obtained on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Common customs tariff—correction

THE *Board of Trade Journal* dated January 17, 1969 (page 180) contained a notice about a number of Regulations affecting the European Communities' common customs tariff. The reference in the second and third lines of the first paragraph to **'Regulation (CEE) No. 2098/68'** should be amended to read **'Regulation (CEE) No. 2095/68'.**

IRAN

Import regulations: tyres and tubes

THE CENTRAL BANK of Iran has announced that no further credits will be opened, nor orders registered, for tyres and tubes covered by the following series given in the schedules of the Regulations governing Imports and Exports for the year March 1968-March 1969:

Description	Series
Tyres and tubes for pedal cycles	375 B 1
Tyres and tubes with measurements of 400 by 8 to 500 by 10 and 500 by 13	375 B 2'1
Tyres for motor cycles	375 B 2'2
Inner tubes and tubings for pedal cycles	375 C 1
Inner tubes and tubings for motor cycles	375 C 2'2

Any inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

LEBANON

Import of poultry eggs

THE LEBANESE *Official Gazette* No. 100 of December 12, 1968 published a decision by the Lebanese Minister of Agriculture (Legislative Decree No. 390/1 of December 3, 1968) extending the ban on the importation of poultry eggs (see *Board of Trade Journal* for July 7, 1968) for a further year until December 31, 1969. The decision regarding the importation of hatching eggs continues to be subject to a prior licence.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 and 475).

Customs surtax for textiles

THE *Board of Trade Journal* of October 27, 1967, announced the introduction of a temporary surtax of 10 per cent on the Lebanese customs duties for a wide range of textile imports in accordance with Legislative Decree No. 63 of August 5, 1967.

This decree has now been extended until October 31, 1969 by Law No. 27/68 of December 10, 1968 which appeared in the Lebanese Official Gazette No. 101 of December 16, 1968.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

TURKEY

Global import quotas and liberalization lists

IT WAS ANNOUNCED in the *Board of Trade Journal* of January 24 page 249) that the Turkish authorities had issued the twenty-second list of global quotas covering the first half of 1969, and the liberalization lists which are now valid for the whole of 1969. Applications to import under the quotas had to be made by Turkish importers before February 4, 1969. Against import licence applications importers are required to lodge the following cash guarantees, which are based on percentages of the Turkish lira equivalent of the amount of foreign exchange applied for:

(a) 50 per cent for importers' quotas.
(b) 20 per cent for industrialists' quotas (1 per cent only for the investment quotas of the State and Private Sectors).

Import licences will be valid for six months. The liberalization lists will be published in next week's *Board of Trade Journal*.

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Room E61, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

JORDAN

Tariff changes

FROM NOVEMBER 25, 1968, the Jordan customs duty on the following items was changed from an *ad valorem* to a weight basis. The new duties are as follows:

Tariff No.	Article	Unit	Duty
63/1/a	Footwear	Kgs.	25 fils
63/1/b	Others	Kgs.	15 fils

Inquiries about this notice should be directed to Export Services Branch, Tariff Section, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420 or 475).

REPUBLIC OF SOUTH AFRICA

Customs tariff changes

NOTICE R1, published in the South African *Government Gazette* of January 1, sets out the Kennedy Round tariff reductions on some types of cheese, ham, caviar substitute, oves of vanadium, molybdenum tantalum vegetable colouring matter, some photographic plates and films, photographic chemicals, some ferro alloys, computers and statistical machines and parts as follows:

	Tariff heading	Statitical Unit	Rate of duty		
			General	M.F.N.	Preferential
04.04	By the substitution in subheading No. 04.04.40 for the rate of duty in Columns IV and V of the following:			23% or 416¼c per 100 lb.	23% or 375c per 100 lb. (U.K. N.Z.)
16.02	By the substitution in subheading No. 16.02.20 for the rate of duty in Column IV of the following:			651c per 100 lb.	
16.04	By the substitution in subheading No. 16.04.25 for the rate of duty in Column IV of the following:			28%	
26.01	By the substitution in subheading No. 26.01.70 for the rate of duty in Column IV of the following:			6%	
32.04	By the substitution in subheading No. 32.04.10 for the rate of duty in Column IV of the following:			6%	
37.01	By the substitution in subheading No. 37.01.90 for the rate of duty in Column IV of the following:			8%	
37.02	By the substitution in subheading No. 37.02.90 for the rate of duty in Column IV of the following:			8%	
37.04	By the substitution in subheading No. 37.04.90 for the rate of duty in Column IV of the following:			13%	
37.08	By the substitution in subheading No. 37.08.10 for the rate of duty in Column IV of the following:			13%	
73.02	By the substitution in subheading No. 73.02.90 for the rate of duty in Column IV of the following:			18%	
84.53	By the substitution in subheadings Nos. 84.53.10.10, 84.53.10.20 and 84.53.20 for the rate of duty in Column IV of the following:			3%	
84.55	By the substitution in subheadings Nos. 84.55.40 and 84.55.50 for the rate of duty in Column IV of the follow:			3%	

Note: The rates of duty are amended to the extent indicated.

Notice No. R29 makes provision for a rebate of the full duty on zinc oves and concentrates for the manufacture of zinc.

Inquiries regarding these changes should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-227 7877, Ext. 2274).

(Continued on next page)

SOUTH AFRICA, *continued*

Customs tariff amendments

THE SOUTH AFRICAN *Government Gazette* No. 2159 contains the following notices:

Notice No. R.1598 whereby the duty on certain woven fabrics of a value for duty purposes/f.o.b. price per square yard exceeding 24c is amended to the extent indicated.

Notice No. R.1607 whereby Wonderboom is appointed a Customs and Excise airport.

Inquiries should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 222 7877, Ext. 2274).

MALAWI

Suspension of duties

THE CUSTOMS AND EXCISE (Suspension) (Amendment) (No. 5) Regulation, 1968, published as Malawi Government Notice No. 238 of December 27, 1968, amends, with effect from May 1, 1968, the Customs and Excise (Suspension) Regulations, 1966, to the following extent:

First schedule

BTN No. 1	Nomenclature 2	3	4	Effective rates 5	6
Ex 51.01.99	Other yarn of man-made fibres (continuous), not put up for retail sale . .	—	Free	Free	Free

(Britain pays column 6 rate of duty.)

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

Customs tariff amendment

MALAWI GOVERNMENT NOTICE No. 237 amends the Customs Tariff with effect from December 27, 1968, to the following extent:

Part III – Customs duties

(a) by the deletion of all material in columns 1 to 6 inclusive in respect of heading No. 73.37 and the substitution therefor of the following:

BTN No. 1	Nomenclature 2	3	Effective rates 4	5	6
(73.37)	Boilers (excluding steam-generating boilers of heading No. 84.01) and radiators, for central heating, not electrically heated, and parts thereof, of iron or steel; air heaters and hot air distributors (including those which can also distribute cool or conditioned air), not electrically heated, incorporating a motor-driven fan or blower, and parts thereof, of iron or steel:				
73.37.01	Industrial . . .	—	5%	Free	Free
73.37.99	Other	—	15%	10%	10%

(Britain pays column 6 rate of duty.)

(b) in the Notes to Chapter 85, by the insertion in Note 4, after the word 'means', of the words 'any integrated circuit assembly or'.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

INTERNATIONAL TRADE CENTRE

The International Trade Centre UNCTAD/GATT, which helps developing countries in the field of export promotion, was set up in May 1964, by the Contracting Parties to the General Agreement on Tariffs and Trade (GATT), who now operate it jointly with the member States of the United Nations Conference on Trade and Development (UNCTAD). The four main spheres of operations are those of training in export promotion; the carrying out of market surveys in developed countries; a trade promotion advisory service; and a publications programme. The Centre's services are made available free of charge to all developing countries.

For further information write or phone the United Kingdom Liaison Officer: Miss E. P. M. Baggs, Board of Trade, 1 Victoria Street, S.W.1 (Tel. 01-222 7877, Ext. 2438).

RHODESIA

Suspension of duty

THE CUSTOMS and Excise (Suspension) (Amendment) Regulations 7969 (No. 13) published as Rhodesia Notice No. 22 on January 17 amends the Customs and Excise (Suspension) Regulations 1968 to the following extent:

Item			Duty
First schedule			
(a) by the repeal of—			
"*Ex* 75 (1)	Multi-coloured canvas piece-goods, not exceeding 33 inches in width and weighing not more than 16 oz. per square yard	*ad val*	22½%
	Note. Multi-coloured canvas means canvas having a distinct pattern or design over the whole surface of the fabric";		
(d) by the repeal of—			
"*Ex* 162 (3)	Slaked lime, containg not less than 65 per cent. available calcium oxide (CaO)	*ad val*	5%";
and the substitution, under the appropriate headings, of—			
"*Ex* 162 (3)	Lime, slaked or unslaked; under the authority of a certificate issued by the Secretaty for Commerce and Industry	*ad val*	5%";

Note: Trade between the United Kingdom and Rhodesia is severely restricted. The changes in the Rhodesian tariff listed above are published for information only.

PAKISTAN

Import licensing policy

PAKISTAN'S IMPORT policy for the shipping period January-June 1969 has recently been announced. It follows the pattern of previous policies and comprises the 'free list', licensable list, cash-cum-bonus list and bonus list. The composition of these lists is largely unchanged from the previous policy.

A copy of the *Pakistan Gazette* containing full details of the new policy has been received. All inquiries relating to this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

INDONESIA

Warehouse system regulations

THE DEPARTMENT OF TRADE has published regulations governing the operation of the 'General Entrepôt' warehouse system in Indonesia. Further details are available from Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

NEW ZEALAND

Emergency Protection Authority inquiry

THE NEW ZEALAND Minister of Industries and Commerce has referred to the Emergency Protection Authority for inquiry and report the question whether it is necessary that protective action, by means of temporary additional duties or temporary restriction of importation (or by a combination of both), be taken in respect of the following goods:

Lathe tools (Tariff Item 84.48.09).

Buckles for car safety belts and other types of buckles (Tariff Item 83.09.02).

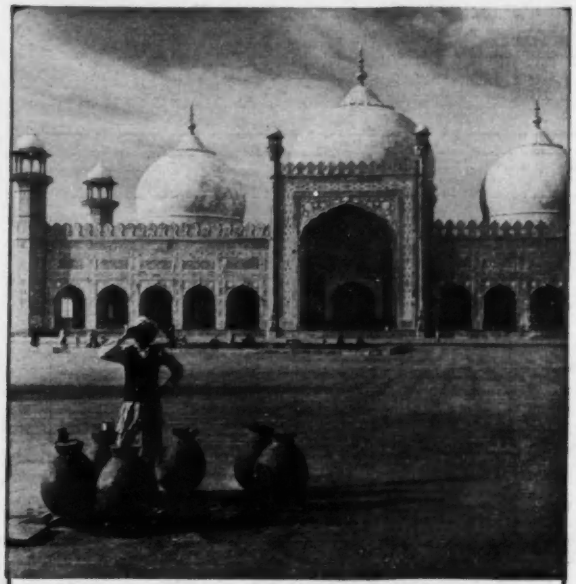
Details of the tariff items, under which the above-mentioned goods are dutiable, are given below.

Tariff item	Unit	British Preferential	Most favoured nation	General
84.48.09	—	Free	20%	25%
83.09.02	—	Free	25%	25%

The Emergency Protection Authority is required to report to the Minister by February 20, 1969.

In the short time available for investigation United Kingdom interests wishing to make their views known to the Emergency Protection Authority will no doubt get in touch with their agents in New Zealand.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321) quoting reference CRE 24548/6.



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AUSTRALIA

Result of Tariff Board inquiry on caseboard and panelboard

A NOTICE WAS published in the *Board of Trade Journal* on November 24, 1967, to the effect that a reference had been made to the Australian Tariff Board in respect of caseboard and panelboard.

The inquiry has now been held and as a result no changes have been made in the levels of protection afforded by the Australian Customs Tariff.

Result of Tariff Board inquiry on printing and writing paper and paperboard

A NOTICE WAS published in the *Board of Trade Journal* on March 10, 1967 (pages 686-7) to the effect that a reference had been made to the Australian Tariff Board in respect of printing and writing paper and paperboard. The inquiry was to ascertain whether by-law admission into Australia of some or all of those goods should be discontinued.

The inquiry has now been held and as a result we give below details of changes made in the Australian Customs Tariff which came into effect on January 1, 1969.

(1) that the by-law admission of the goods under reference, other than the following, be discontinued—
  (a) writing paper having a substance not exceeding 25 grammes per square meter
  (b) paper, uncoated, for use in the production of newspapers, periodicals, posters and other printed matter of a kind that, if imported, would fall within Chapter 49 of the Tariff, being paper that—
    (i) Contains more than 55 per cent mechanical pulp and has a substance of less than 40 gsm;
    (ii) Contains more than 55 per cent mechanicl pulp, has a substance of less than 48 gsm and has a water absorbency when tested by the one minute Cobb method of not less than 45 gsm;
    (iii) Contains not less than 70 per cent mechanical pulp has a substance not exceeding 205 gsm and has a water absorbency when tested by the one minute Cobb method of not less than 45 gsm or
    (iv) Contains more than 25 per cent mechanical pulp and no bleached chemical pulp and has a substance not exceeding 205 gsm; and
  (c) paper coated, for use in the production of newpapers, periodicals, posters and other printed matter of a kind that, if imported, would fall within Chapter 49 of the Tariff, being paper that—
    (i) has a substance not exceeding 67 gsm and contains more than 55 per cent mechanical pulp; or
    (ii) has a substance not exceeding 205 gsm and contains not less than 70 per cent mechanical pulp; and

(2) that, except as indicated in (1), the goods under reference be dutiable at the rates at present provided under their respective substantive tariff items.

HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Tariff changes

DETAILS are given below of changes made in the Australian Customs Tariff by customs tariff proposals which came into effect on January 10, 1969, following Tariff Board inquiries.

Amendment of Part II of the First Schedule to the Customs Tariff 1966-1968.

Tariff item	Goods	Rate of duty	
		General	Preferential
	Omit note 12 to Chapter 40.		
	Omit sub-item 40.12.2, insert the following sub-item:		
40.12.2	Hot water bags	45%	35%
	Omit note 9 to Chapter 90, insert the following note:		
	9. The following components are specified for the purposes of sub-item 90.20.2 and for the purposes of item 1656 in Part V of the Fifth Schedule: (a) X-ray tubes; (b) tube shields; (c) bucky fluoroscopic grids; (d) fluorescent screens; (e) intensifying screens; (f) lead glass protective screens; (g) eye localizers; (h) tube holders of the shock-proof type as used in deep therapy units.		
	Omit item 90.20, insert the following item:		
90.20	Apparatus based on the use of X-rays or of the radiations from radioactive substances (including radiography and radiotherapy apparatus); X-ray generators; X-ray tubes; X-ray screens; X-ray high tension generators; X-ray control panels and desks; X-ray examination or treatment tables, chairs and the like:		
90.20.1	X-ray apparatus and accessories of a kind ordinarily used for medical purposes, as follows: (a) X-ray tubes; (b) X-ray generators; (c) X-ray high tensions generators; (d) tube shields; (e) bucky fluoroscopic grids; (f) fluorescent screens; (g) intensifying screens; (h) lead glass protective screens; (i) eye localizers; (j) tube holders of the shock-proof type as used in deep therapy units.	25%	15%
90.20.2	X-ray control panels, X-ray control desks, X-ray examination or treatment tables, chairs or the like and other apparatus based on the use of X-rays, being goods of a kind ordinarily used for medical purposes and not falling within sub-item 90.20.1	25%	In respect of a component specified in note 9 to this Chapter – the rate of duty that would apply to the goods if they were imported separately; In respect of the remainder of the goods – 17½%
90.20.9	Other	7½%	Free
92.02	Omit item 92.02, insert the following item:		
92.02.1	Other string musical instruments: Guitars and instruments of the same class	In respect of a case, box or container, if any – 45%; In respect of the remainder of the goods 35%	In respect of a case, box or container, if any – 32½%; In respect of the remainder of the goods – 25%
92.02.9	Other	7½%	Free
	Omit paragraph 92.07.11, insert the following paragraph:		
92.07.11	Guitars and instruments of the same class	In respect of a case, box or container, if any – 45% In respect of the remainder of the goods – 35%	In respect of a case, box or container, if any – 32½% In respect of the remainder of the goods – 25%
	Omit sub-item 92.10.6, insert the following sub-items:		
92.10.6	Parts and accessories for instruments falling within sub-item 92.05.1, 92.06.2 or 92.06.9	12½% Primage 5% other than parts and accessories for percussion instruments	Free
92.10.7	Necks and bodies for instruments falling within sub-item 92.02.1 or paragraph 92.07.11	35%	25%

SINGAPORE

Customs duties

THE SINGAPORE GOVERNMENT GAZETTE dated January 14, 1969, publishes the Customs Duties (Amendment) Order, 1969, which amends the Schedule to the Customs Duties Order, 1968, as follows:

(a) by deleting the code 553 013 appearing in group 553 and substituting therefor the following new codes:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
553 013	Perfumery not containing spirits	Value	20%	20%	Nil
553 014	Face and skin creams and lotions	Value	20%	20%	Nil
553 015	Face powders whether or not compressed	Value	20%	20%	Nil
553 016	Hair creams, oils pomades, tiques and brilliantines, including hair sprays and hair tonics	Value	20%	20%	Nil
553 018	Cosmetics not elsewhere specified including lipsticks, nail enamels and nail polishes	Value	20%	20%	Nil
553 019	Toilet preparations (except soap and products for dental hygiene) including talcum powders, shaving creams, aftershave lotions, shampoos and animal toilet preparations	Value	20%	20%	Nil

(b) by deleting the expression 'including parts and accessories thereof' appearing in code 719 127 so that it reads:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
719 127	Air conditioning machines, normally fitted to motor vehicles comprising elements for changing the temperature and humidity and the air	Number	25%	25%	Nil

(c) by deleting the description 'Parts and accessories designed solely or principally for use in air-conditioning machines falling within codes 719 121, 719 122, 719 123, 719 124, and 719 125-1 except the compressor units' appearing in code 719 128 and substituting 'Parts and accessories designed solely or principally for use in air-conditioning machines falling within codes 719 121, 719 122, 719 123, 719 124, 719 125-1 and 719 127 except the compressor units' so that it reads:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
719 128	Parts and accessories designed solely for use in air conditioning machines falling within codes 719 121, 719 122, 719 123, 719 124, 719 125-1 and 719 127 except the compressor units	Value	25%	25%	Nil

(d) by deleting the description 'Shirts, not knitted or crocheted' in code 841 131 and substituting 'Shirts, other than sports shirts, tee shirts and the like' so that it reads:

Code	Description	Unit of quantity	Customs duty		
			Full	Preferential	Excise
841 131	Shirts, other than sports shirts, tee shirts and the like	Doz.	15% or $4.80	15% or $4.80	Nil

Any inquiries about this notice should be made to Tariff Section, Export Services Branch, Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

ST. LUCIA

Consumption tax

THE GOVERNMENT of St. Lucia, under the Consumption Tax Act, 1968 (No. 30 of 1968) has provided for the imposition of consumption taxes at various rates on certain goods imported for local use or consumption.

Details of the items and taxes involved may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

JAMAICA

Industrial Incentives Law, 1956

THE FOLLOWING PRODUCTS have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956: electric power tools and accessories.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journal* dated August 2, 1968, page 358.

Applications for the status of 'approved product' and 'approved manufacturer' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1-19 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2627).

PARAGUAY

Sales tax

THE PARAGUAYAN Government have introduced a Sales Tax (Law No. 69) which comes into effect on February 1. The tax bears more heavily on imported rather than on Paraguayan goods. The tax on the latter is 3 per cent; imported goods, with the following exceptions, are subject to a sales tax of 5 per cent of the selling price:

1. Goods free of sales tax
Medicinal and veterinary products and products for plant health
Fertilizers, fungicides and insecticides
Salt
Books and magazines
Rulers, erasers and pencils for use in schools
Fresh fruit and berries from Argentina
Fuels and lubricants derived from petroleum
Seeds and bulbs for sowing
Animals for breeding
Surgical, diagnostic and therapeutic instruments and apparatus, for medical dental or veterinary use
Material for dental prosthesis
Orthopaedic apparatus
Corrective spectacles, medically prescribed
Baby foods
Machinery, tools, equipment and implements, and their spare parts and accessories for use in forestry, agriculture and farming
Plain or barbed wire for use in forestry, agriculture and farming
Capital goods for new or existing industries

2. Goods subject to a sales tax of 10 per cent
Still and cine cameras and projectors
Clocks, watches, chronometers and chronographs
Porcelain tableware and crystal ornaments
Goldsmith' wares, and manufactures of gold, silver and other precious metals
Jewels and precious stones
Furs and articles made from furs
Furniture in general
Air conditioning apparatus
Firearms
Electric shavers
Carpets of all kinds
Radio receivers, amplifiers and tape recorders; records, magnetic tapes and record players
Television sets
Yachts, sailing craft, boats and outboard motors
Doors, windows and blinds
Domestic freezer and refrigerators
Cookers, ovens, stoves and water heaters
Cosmetics, lotions, perfumes and essences
Washing machines, dishwashers clothes-drying machines, hair dryers, mixers, toasters, vacuum cleaners and floor polishers
Still and cine films
Piece goods and manufactures of silk and its mixtures, Dacron and nylon
Imported or locally-assembled cars and station wagons
Spares, accessories and components for apparatus, machines and motor vehicles in general, which are subject to a sales tax of 10 per cent and for microbuses, taxis, buses and chassis for vans.

BRAZIL

Changes in customs tariff rates

WITH REFERENCE to the notice in the *Board of Trade Journal* dated January 24 (pages 255-257), the following is an additional list of items on which the Brazilian customs duty has been increased as a result of Decree Law 398 dated December 30, 1968. A further list will be published in next week's *Journal*.

Tariff No.	Description	Duty *ad valorem*
	CHAPTER 49	
	Printed books, newspapers, pictures and other products of the printing industry; manuscripts typescripts and plans:	
49.09	Post-cards, birthday cards, Christmas cards and the like, illustrated, obtainde by any process, with or without trimmings or ornaments, identifications or reliefs	205%
49.10	Calendars of all kinds, of paper or paperboard including calendar blocks	205%
49.11	Prints photographs, engravings, pictures and other printed matter:	
	003. Other	205%
	CHAPTER 50	
	Natural silk:	
50.07	Fabrics of silk, schappe or bourette, plain:	
	001. Unbleached, weighing up to 40 grams per square metre	205%
	002. Unbleached, weighing more than 40 but not more than 100 grams per square metre	205%
	003. Unbleached, weighing more than 100 grams per square metre	205%
	004. Bleached or degummed, weighing up to 40 grams per square metre	205%
	005. Bleached or degummed, weighing more than 40 but not more than 100 grams per square metre	205%
	006. Bleached or degummed, weighing more than 100 grams per square metre	205%
	007. Printed, dyed or woven from threads of different colours, weighing up to 40 grams per square metre	205%
	008. Printed, dyed or woven from threads of different colours, weighing more than 40 but not more than 100 grams per square metre	205%
	009. Printed, dyed or woven from threads of different colours, weighing more than 100 grams per square metre	205%
	010. Embossed, watered or printed in relief, weighing up to 40 grams per square metre	205%
	011. Embossed, watered or printed in relief, weighing more than 40 but not more than 100 grams per square metre	205%
	012. Embossed, watered or printed in relief, weighing more than 100 grams per square metre	205%
	013. Other	205%
50.08	Fabrics of silk, schappe or bourette, figured:	
	001. Damask	205%
	002. Broche	205%
	003. Other	205%
	CHAPTER 51	
	Man-made fibres:	
51.04	Fabrics of continuous man-made fibres:	
	001. Plain, of natural colour or bleached, weighing up to 40 grams per square metre	205%
	002. Plain, of natural colour or bleached, weighing more than 40 but not more than 100 grams per square metre	205%
	003. Plain, of natural colour or bleached, weighing more than 100 grams per square metre	205%
	004. Printed, dyed, embossed or watered, with threads of different colours, weighing up to 40 grams per square metre	205%
	005. Printed, dyed, embossed or watered, with threads of different colours, weighing more than 40 but not more than 100 grams per square metre	205%
	006. Printed, dyed, embossed or watered, with threads of different colours, weighing more than 100 grams per square metre	205%
	007. Figured, damask or broche	205%
	008. Other	205%
	CHAPTER 52	
	Metallized textiles:	
52.02	Fabrics of metal threads, of metal threads combined with textile yarns or of metallized yarns, for use as furnishing fabrics, in articles of apparel and the like:	
	001. Of precious metals, containing silk or man-made fibres	205%
	002. Of precious metals, containing other textile fibres	205%
	003. Of gilt, silvered or platinum-coated base metals, containing silk or man-made fibres	205%
	004. Of gilt, silvered or platinum-coated base metals, containing other textile fibres	205%
	005. Other	205%
	CHAPTER 53	
	Wool and other animal hair; fabrics of horsehair:	
53.08	Woollen fabrics:	
	001. Plain, printed or dyed, weighing up to 450 grams per square metre	205%
	002. Plain printed or dyed, weighing more than 450 grams per square metre	205%
	003. Other plain fabrics, weighing up to 450 grams per square metre	205%
	004. Other plain fabrics, weighing more than 450 grams per square metre	205%
	005. Figured, weighing more than 450 grams per square metre	205%
	006. Figured, weighing more than 450 grams per square metre	205%
	CHAPTER 56	
	Man-made fibres (discontinuous) and waste of continuous or discontinuous man-made fibres	
56.04	Fabrics of discontinuous man-made fibres and of waste of continuous or discontinuous man-made fibres	
	001. Plain, of natural colour or bleached, weighing up to 100 grams per square metre	205%
	002. Plain, of natural colour or bleached, weighing more than 100 grams per square metre	205%
	003. Plain, printed or dyed, embossed, watered or printed in relief, weighing up to 100 grams per square metre	205%
	004. Plain, printed or dyed, embossed, watered or printed in relief, weighing more than 100 grams per square metre	205%
	005. Figured of natural colour, bleached printed or dyed weighing up to 100 grams per square metre	205%
	006. Figured, of natural colour, bleached, printed or dyed, weighing more than 100 grams per square metre	205%
	007. Damask, broche and the like	205%
	008. Other	205%
	CHAPTER 58	
	Carpets, mats, matting and tapestries; pile and chenille fabrics; narrow fabrics; trimmings; tulle and other net fabrics; lace embroidery	
58.01	Carpets, carpeting and rugs, knotted, hand-made:	
	001. Of silk	205%
	002. Of wool	205%
	003. Of man-made fibres	205%
	004. Of cotton	205%
	005. Of other textile materials	205%
58.02	Carpets, carpeting and rugs, machine-made	
	001. Of cotton	185%
	002. Of man-made fibres	185%
	003. Of coir fibres	185%
	004. Of wool	185%
	005. Of silk	185%
	006. Of other textile materials	185%
58.03	Tapestries, of any textile, hand-or machine-made (of the Gobelins, Flanders, Aubusson, Beauvais and similar types) or needle-worked (cross-stitch, petit point and others):	
	001. Of wool	205%
	002. Of silk	205%
	003. Other	205%
58.04	Woven pile fabrics and chenille fabrics, except articles falling within headings Nos. 55-13 and 58-06:	
	001. Of cotton	185%
	002. Of man-made fibres	185%
	003. Of wool on wool	185%
	004. Of wool on cotton	185%
	005. Of wool on other textile materials	185%
	006. Of silk on silk	185%
	007. Of silk on other textile materials	185%
	008. Other	185%
58.05	Narrow fabrics:	
	001. Of cotton	185%
	002. Of man-made fibres	185%
	003. Of wool	185%
	004. Of flax	185%
	005. Of silk	185%
	006. Other	185%
58.07	Brandenburgs, bonnet-strings, tassels, cords, shoulder-straps, sword-knots, fringes, chenilles, galloons, Greek key borders, chin-straps, ornamentations, pipings, braids, plaits and similar trimmings, with or without threads, filaments or fittings of base metal whether gilt or silvered or not, except articles containing precious metal:	
	001. Of silk or man-made textile materials	185%
	002. Other	185%
58.08	Tulle, knotted net fabrics, open-mesh net fabrics or gauze, plain:	
	001. Of cotton	185%
	002. Of man-made fibres	185%
	003. Of silk	185%
	004. Other	185%
58.09	Bands, lace, insertions and embroideries, applique work and the like, of any shape or size, in the piece or cut	
	001. Of cotton	185%
	002. Of man-made fibres	185%
	003. Of wool	185%
	004. Of flax	185%
	005. Of silk	185%
	006. Other	185%

CHILE

Permitted import list

THE FOLLOWING modifications were made recently to the Chilean Permitted Import List:

Page	Item No.		Percentage of prior deposit
26	27.04	Eliminate the words 'in bulk, for steel mills'	10,000
73	39.07	Insert new sub-heading:	
		Plastic parts for metallic spinning bobbins	90
		Line 22 After 'cones' insert 'reels'	40
82		Line 5, After 'cones' insert 'reels'	40
91	49.02	Magazines	5 (valid until December 12, 1969)
186	87.03	Insert new sub-heading:	
		Special purpose vehicles	10,000
186	87.04	In the sub-heading 'Chassis for buses, without cabin, with effective load capacity of 3,500 Kg. or more and 130 in. distance between axles' insert after '130 in.' the words 'or more'	10,000
199		Insert new heading:	
	91.11	Other clock and watch parts with sub-heading:	
		Gearboxes, rods and worm gears for movements of time clocks for the public services	10,000

Customs schedule

THE FOLLOWING modifications were made recently to the Chilean Customs Schedule:

Item No.	Details	Duties	*Advalorem*
73.40	Add new sub-heading:		
73.40.10	Bobbins for spinning	KB Free	60
39.07	Add new sub-heading:		
39.07.08	Parts for metal bobbins for spinning	KB Free	100
39.07.05	Alter sub-heading to read: Cops and bobbins for the textile industry	KB Free	110
84.36.01	Alter sub-heading to read: For extruding synthetic yarns, up to and including the process of drawing for molecular orientation	KB 0·20	45
84.36.02	Alter sub-heading to read: For preparing textile fibres	KB 0·20	55
15.08.02	Epoxidized	KB Free	60 (until December 31, 1969)
57.01	Hemp	KB Free	Free (until December 31, 1969)
28.40.02.3	Sodium tri-polyphosphate	QMN Free	43 (until December 31, 1969)
29.23.03.02	Eliminate the item.		
29.23.03.03	Re-number as 29.23.03.02.		
29.23.03.04	Re-number as 29.23.03.03.		
29.23.03.04	Insert new sub-heading: Para-aminobenzoyl (diethylaminoethanol hydrochloride) (Novocaine or procaine hydrochloride)	KN Free	55
29.23.03.99	Other	KN Free	90
29.35.03.08	Eliminate the item.		
73.23	Insert new sub-headings:		
73.23.01	Containers for products with pressure propellants (aerosols) up to 5 litres	KB Free	120
73.23.99	Others	KB Free	65
84.61.99	Add new sub-heading:		
84.61.99.08	Valves for spraying atomized liquids	KB Free	65

The following reductions are being made over a five-year period to fulfil Chile's undertakings in the Kennedy Round negotiations:

Item No.	Details	Duties	*Advalorem*
12.06	Hop cones and lupulin	1968 KB 1·36	30
		1969 KB 1·35	30
		1970 KB 1·30	30
		1971 KB 1·25	30
		1972 KB 1·20	30
30.03.02.01	Solutions for injections	1968 KL 13·50	63
		1969 KL 12·00	56
		1970 KL 10·50	49
		1971 KL 9·00	42
		1972 KL 7·50	35
30.03.02.02	Injectable forms in ampoules	1968 KL 13.50	63
		1969 KL 12·00	56
		1970 KL 10·50	49
		1971 KL 9·00	42
		1972 KL 7·50	35
70.18	Optical blanks for making corrective lenses	1968 KB Free	61·5
		1969 KB Free	55
		1970 KB Free	47
		1971 KB Free	30
		1972 KB Free	33
73.11.01.01	Sheet piling of laminated steel, except doubled (bent) sheets	1968 KB Free	62
		1969 KB Free	59
		1970 KB Free	56
		1971 KB Free	53
		1972 KB Free	50
73.15.07	Stainless steel wire	1968 KB Free	48
		1968 KB Free	46
		1970 KB Free	44
		1971 KB Free	42
		1972 KB Free	40
73.16.99	Fish joints and plates for joining rails	1968 KB Free	54
		1969 KB Free	48
		1970 KB Free	42
		1971 KB Free	36
		1972 KB Free	30
81.01.99	Wires and filaments for incandescent lamps	1968 KB Free	39·6
		1969 KB Free	39
		1970 KB Free	38·5
		1971 KB Free	38
		1972 KB Free	38
84.07.01	Water turbines, other than of the 'Kaplan' type	1968 KB 0·35	40·6
		1969 KB 0·20	36
		1970 KB 0·15	32
		1971 KB 0·10	27
		1972 KB Free	23
84.11.80.01	Heads for compressors	1968 KB 0·80	38
		1969 KB 0·80	36
		1970 KB 0·80	34
		1971 KB 0·80	32
		1972 KB 0·80	30
89.01.02.99	(Merchant ships) with a gross tonnage of more than 5,000 tons	1968 c/u Free	4·6
		1969 c/u Free	4
		1970 c/u Free	3·5
		1971 c/u Free	3
		1972 c/u Free	3

The following rates have been fixed:

Item No.	Details	Duties	*Advalorem*
26.04.01	Bone ash	KB Free	Free
33.01.99	Other (essential oils)	KL 20·00	75
75.12	(Aluminium) cables	KB Free	45
84.43.80	Parts (of foundry equipment)	KB 0·80	35
84.44.80	Parts and pieces, except rolls (for rolling mills)	KB 0·80	35

Prior deposits

THE CHILEAN Central Bank at its Session No. 569 of December 30 reduced the following percentages for prior deposits, operative as from January 1:

Old percentages	New percentages
10	5
20	15
50	40
100	90
200	180

VENEZUELA

Import licensing restrictions and customs tariff amendments

HM EMBASSY at Caracas report that under a resolution published on January 21, 1969, new tariff descriptions and import license restrictions are introduced on various copper products. In addition, duties on certain of these items have been increased.

Details are as follows:

Tariff No.	Description	Duty, Bolivares per per kilo gross	
		Previous rate	Current rate
682.02.01-5	Bars whose greatest cross section is between 6 and 50 mm. (4) (x)	0·05	5·00
682.02.02-4	Expansion joints for floors (4)	0·10	5·00
682.02.02-8	'L,' 'I,' 'T,' 'V' and 'W' profiles (4) (x)	0·10	5·00
682.02.03-3	(D) tubes with an outside diameter not exceeding 5·08 cm. (4) (x)	0·20	0·20
682.02.05-1	Solder (without flux) (4)	0·001	5·00
699.29.07-1	Flexible tubes, not for containers, and pipes, of copper (4)	0·20	0·20
699.29.20-21	Anodes of base-metals, n.e.s.: (A) Copper (4)	0·40	5·00
	(B) Other (4)	0·40	0·40

(4) Prior import licence required from Ministry of Development.
(x) New tariff heading.

CANADA

Pharmaceutical Products Anti-Dumping Duty Exemption Order, 1969

THE CANADIAN GOVERNMENT have issued Order in Council P.C. 1968 – 2350 dated December 31, 1968, exempting pharmaceutical products of a kind not made or produced in Canada from the application of the Anti-dumping Act, as follows:

1. This Order may be cited as the Pharmaceutical Products Anti-Dumping Duty Exemption Order, 1969.

2. Pharmaceutical products of a kind not made or produced in Canada and imported on or after January 1, 1969, are hereby declared exempt from the application of the Anti-Dumping ct.

3. In this Order, 'pharmaceutical products' mean any of the following products, namely, any material, substance, mixture, compound or preparation, of whatever composition or in whatever form, including materials for use exclusively in the manufacture thereof, sold or represented for use in the diagnosis, treatment, mitigation or prevention of a disease, disorder, abnormal physical state, or the symptoms thereof, in humans or animals, or for re-

(*Continued on next page*)

CANADA, *continued*

storing, correcting or modifying organic functions in humans or animals, other than cosmetics as defined in the Excise Tax Act and confectionery products.

4. For the purposes of this Order, pharmaceutical products may be deemed to be of a kind not made or produced in Canada where goods of that kind made or produced in Canada are not offered for sale to the ordinary agencies of wholesale or retail distribution or are not offered to all purchasers on equal terms under like conditions, having regard to the custom and usage of trade, and shall not be deemed to be of a kind made or produced in Canada unless a quantity sufficient to supply 10 per cent of the normal Canadian consumption of such article is so made or produced.

UNITED STATES

Fair Packaging and Labelling Act: chewing gum

THE UNITED STATES Food and Drug Administration proposes to amend the regulations under the Fair Packaging and Labelling Act to exempt chewing gum in packages containing less than one half ounce from certain of the labelling requirements of the Act.

Interested persons are invited to submit their views in writing preferably in quintriplicate on this proposal by February 16, 1969.

Comments, which may be accompanied by a supporting memorandum or brief, should be addressed to the Hearing Clerk, Department of Health, Education and Welfare, Room 5440, 330 Independence Avenue, S.W. Washington, D.C. 20201.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department (United States Section), Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Index to Statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Aircraft noise at Heathrow airport (Q)	20 Sept. 1968
Trade by air (6-M)	4 Oct. 1968
Balance of payments (Q)	20 Dec. 1968
Bankruptcy orders (Q)	25 Oct. 1968
Business names registered (A)	9 Feb. 1968
Capital expenditure:	
By industry (Q)	17 Jan. 1969
Distributive and service trades (A)	23 Feb. 1968
Electronic capital equipment deliveries, research and development	22 Nov. 1968
Industry's investment intentions (3 times a year)	24 Jan. 1968
Wholesale trades (A)	16 Aug. 1968
Catering trades turnover (M)	17 Jan. 1969
Chemical industries production (6-M)	17 Jan. 1969
Companies:	
Aquisictions and mergers (Q)	24 Jan. 1969
Income and finance (Q)	15 Nov. 1968
New companies registered:	
Gt. Britain (M)	This week
N. Ireland (M)	24 Jan. 1969
Computers:	
UK computer market (Q)	18 Oct. 1968
Construction work overseas (A)	11 Oct. 1968
Credit:	
Instalment and credit business (M)	10 Jan. 1969
International trade credit (A)	16 Aug. 1968
Electronic industry:	
Electronic capital component deliveries, research and development (Q)	22 Nov. 1968
Engineering and electrical goods:	
Deliveries of certain products (Q)	3 Jan. 1969
Production, exports and orders (M)	This week
ECGD business (Q)	22 Nov. 1968
Film industry:	
British Film Fund Agency returns (M)	10 Jan. 1969
Cinema admissions and takings (M)	17 Jan. 1969
Film rentals charged to exhibitors (A)	3 May 1968
Overseas payments and earnings (A)	6 Dec. 1968
Registration of films (A)	24 Jan. 1969
Trends in film going	9 Aug. 1968
Food:	
Consumption levels (A)	5 July 1968
Household consumption (Q)	10 Jan. 1969
Footwear industry orders and deliveries (M)	17 Jan. 1969
Foreign trade:	
Commonwealth trade (A)	7 July 1968
EFTA trade (Q)	14 June 1968
Trends in export of manufactures (A)	6 Sept. 1968
World trade and production (Q)	1 Nov. 1968
Foreign trade of the UK:	
Direct exports (A)	16 Aug. 1968
Unit value and volume index nos. (M)	10 Jan. 1969
Value of overseas trade (M)	24 Jan. 1969
Value of overseas trade: analysis of trends (Q)	15 Nov. 1968
Gold and convertible currency reserves (M)	10 Jan. 1969
Hairdressing trades turnover (M)	17 Jan. 1969
Hire purchase:	
Assets and liabilities of HP companies (Q)	15 Nov. 1968
Business (M)	10 Jan. 1969
Industrial building provisional figures (Q)	This week
Industrial development certificates refused (A)	25 Aug. 1968
Industrial production:	
Index nos. (M)	This week
N. Ireland index (M)	This week
Insurance companies:	
Assets (A)	16 Aug. 1968
Transactions (Q)	10 Jan. 1969
Investment and earnings overseas (A)	19 July 1968
Laundries and dry cleaners turnovers (M)	17 Jan. 1969
Machine tools, deliveries and orders (M)	17 Jan. 1969
Man-made fibres:	
Analysis of production (A)	5 April 1968
Analysis of production (Q)	3 Jan. 1969
Deliveries (Q)	8 Nov. 1968
Production (M)	10 Jan. 1969
Motor industry:	
Car and commercial vehicle production (M)	3 Jan. 1969
Motor trades turnover (M)	17 Jan. 1969
Office development permits (Q)	8 Nov. 1968
Partnerships registered (A)	9 Feb. 1968
Pension funds:	
Assets (A)	12 July 1968
Transactions (Q)	6 Dec. 1968
Retail prices index (M)	24 Jan. 1969
Retail trades:	
Index nos. (M)	10 Jan. 1969
N. Ireland index (M)	24 Jan. 1969
Royalty transactions (A)	23 Aug. 1968
Shipping:	
Movement at UK ports (M)	10 Jan. 1969
Nationality of vessels in UK sea-borne trade(A)	27 Dec. 1968
Stocks:	
Distributive and service trades (A)	23 Feb. 1968
Manufacturers', wholesalers' and distributors' (Q)	17 Jan. 1969
Retail (M)	10 Jan. 1969
Wholesale trades (A)	16 Aug. 1968
Television:	
Overseas payments and earnings (A)	3 May 1968
Textiles:	
Clothing and textiles orders and deliveries (M)	24 Jan. 1969
Cotton production (M)	24 Jan. 1969
Wholesale houses sales (M)	17 Jan. 1969
Wool exports (Q)	22 Nov. 1968
Wool output (M)	24 Jan. 1969
Tourism:	
International tourism (A)	3 Jan. 1969
UK tourist traffic (M)	10 Jan. 1969
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1968
Index nos. (M)	17 Jan. 1969

Board of Trade Departments

Subject	*Last published*
Board of Trade addresses	13 Dec. 1968
Board of Trade regional organization	17 Jan. 1969
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	20 Dec. 1968
Customs notices of interest to exporters	17 Jan. 1969
Directory of Board of Trade departments and their work	29 Mar. 1968
ECGD local offices	10 Jan. 1969
Half-yearly index—Jan.-June	2 Aug. 1968
Official Receivers' offices	21 June 1968
Programme of trade promotions	1 Nov. 1968

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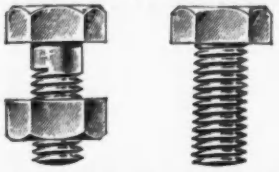

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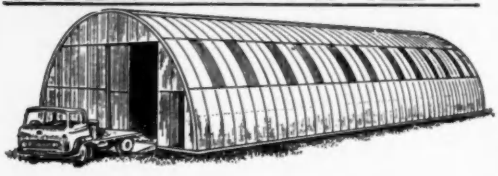

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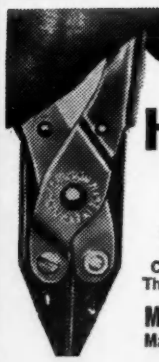

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